

SEP 9 1960

# Knitted Outerwear Times



the official publication of the  
national knitted outerwear association  
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murray hill 3-7520

sweaters • swim suits • infantswear • knit fabrics • polo shirts • gloves • headwear



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Vol. 29

MONDAY, JULY 11, 1960

No. 28

## Retailers Warned Against Removing Japanese Labels

Retailers were warned by Harvey H. Hannah of the Federal Trade Commission not to remove import-of-origin labels from Japanese merchandise.

The warning was understood as timed to prevent retailers from violating the law by removal of labels because of their concern over consumer resistance to Japanese goods engendered by the recent demonstrations against President Eisenhower.

Mr. Hannah, chief of the Federal Trade Commission's Furs and Textile Division, stated in connection with the issuance of his admonition that he had been receiving enquiries from retailers and manufacturers about the possibility of removing "Made In Japan" labels from imports offered on retail counters. He declared that the removal or mutilation of such labels is expressly forbidden both by the Textile Fiber Products Identification Act and the customs law.

Mr. Hannah's warning came in the wake of an indictment returned by a Federal grand jury in Boston against Raymond's, Inc. and the company's merchandise director, both of Boston, charging them with violation of the customs law.

According to the indictment, "Made In Japan" labels were removed by the cited parties from women's sweaters which had been imported from Japan, and which had been offered for sale by the Boston store.

Under the provisions of the

customs law, the crime is punishable by a fine not in excess of \$5,000, or imprisonment for not more than one year. The Textile Fiber Products Identification Act provides an additional penalty of the same severity.

## Knitting Mills Closed For Annual Vacation

Knitting mill activity in the metropolitan New York area, Philadelphia and in other sections of the country virtually came to a standstill last week as firms in the industry shut down for annual vacations. Many of the local plants will be closed for a two weeks' period.

Some plants will reopen today, but an increasing number of companies will be closed until Monday, July 18.

Many plants utilized the shut-down period for annual maintenance check-ups, plant renovations and installation of new machinery and operation procedures.

In keeping with the industry's vacation schedule, a number of spinning mills and dye plants servicing the trade also ceased operations last week. Skein dyers in the New York and Philadelphia area affiliated with the Guild Yarns Labor Conference will be closed for a total of two weeks. Sweater dyeing plants affiliated with the Guild will have been closed for only one week and will reopen today.

Sweater and piece dyers affiliated with the Knit Goods Dyers and Processors Association observed a one week closing and will reopen today.

## Wool Yarn Spinners Asked To Adopt New Sales Provisions By NAWM

Contract provisions governing the sale of yarn spun on the worsted system were recently revised by the National Association of Wool Manufacturers, according to announcement last week. Spinners selling such yarns were urged to adopt the new provisions at the earliest practicable date.

Among the significant changes in the provisions previously approved for use by spinners is that affecting the seller's liability. This paragraph previously avoided liability on the part of the seller for late or non-delivery due to strikes, fire or other causes beyond its control.

## KOMA Meet, Golf Party Planned July 15 In Ill.

The semi-annual meeting and golf party of the Knitted Outerwear Manufacturers Association will be held this year at the McHenry Country Club, McHenry, Ill., on Friday, July 15, it has been announced by H. L. Ashworth, district secretary and Bill Rogers, president of the group.

Walter Schuessler of Schuessler Knitting Mills, Chicago, has been named general chairman.

Activities scheduled are: a luncheon, golf, cards and refreshments during the afternoon and a good fellowship dinner in the evening.

## Glove Purchase Planned

PHILADELPHIA, Pa.—The Military Clothing and Textile Supply Agency plans to procure in the near future approximately 6,930 pair of dark brown and 69,790 pair of gray wool and nylon knit glove inserts. Deliveries will be scheduled from December 1960 to March 1961 for this 100%-small business procurement.

But under the new revision, the seller is to enjoy exemption from liability in two other ways: First, he is in no case answerable for consequential damages; and second, besides being exonerated for late or non-delivery due to strikes or fire or other causes beyond his control, the seller is also relieved of liability for "non-delivery of man-made fibers." Presumably if the fiber producer fails to deliver, the spinner is excused.

The first is understood to mean that the seller is not accountable to the purchaser for damages beyond the price paid for the yarn even though because of fault therein the buyer suffered additional losses, such as dyeing, cost of further yarn processing or loss of prospective profits. Such losses might otherwise have been recoverable by a knitter under the contract provisions previously recommended by the NAWM.

The seller's responsibility for the performance of the yarn is also further limited by a new provision not among those previously recommended, which states that the seller is not responsible for the fitness of the yarn for any specific purpose unless the contract expressly so declares. Thus, if, for example, the yarn should not be suitable for sweater manufacture, the purchaser may not predicate a claim on such failing alone un-

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## Knitted Outerwear Times

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## Knitting Techniques

# Fancy Rib Stitches For Bulky Sweaters

By J. B. LANCASHIRE

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Leicester College of Technology

One of the simplest methods of obtaining greater bulkiness in ribbed textures is by knitting a reverse structure, such as 1 x 2 rib, each face wale being separated from those on either side of it by two wales whose stitches are intermeshed towards the back of the fabric. To the extent that these two back wales keep the face wales well apart from one another the method is even more effective than knitting 1/1 rib in half gauge. Other conditions being the same, a further improvement in textured fullness can be made by tucking in the face wales, preferably at alternate courses; and as an additional aid to bulky knitting, there is the possibility of using two or more separate ends of yarn together, thus uniting several loops in each stitch.

Of all the available methods of promoting bulkiness, tucking is undoubtedly the most effective, this being more especially true when tucking is done "in the hook" as distinct from "on the latch." Insofar as latch needle knitting is concerned, tucking on the latch implies a relatively short tuck loop, but when tucking is done in the hook the length of tuck loop can be varied at will.

In addition to the well-known applications of the tuck stitch to the knitting of half cardigan and full cardigan fabrics based on 1/1 rib, this stitch can be utilized advantageously in many other rib structures, not the least interesting of which are those where it serves to produce a simulated racked rib effect featuring a combination of racked and straight wales. An example is one in which the needle arrangement is the same as for making 1/1 rib and the knitting cycle extends over four feeders. The face wales are produced by the cylinder needles, all of which knit at every feeder. Tucking takes place on dial needles 1, 2, 5, 6, 9, 10, etc., at the first and second feeders, and on dial needles 3, 4, 7, 8, 11, 12, etc., at the third and fourth feeders.

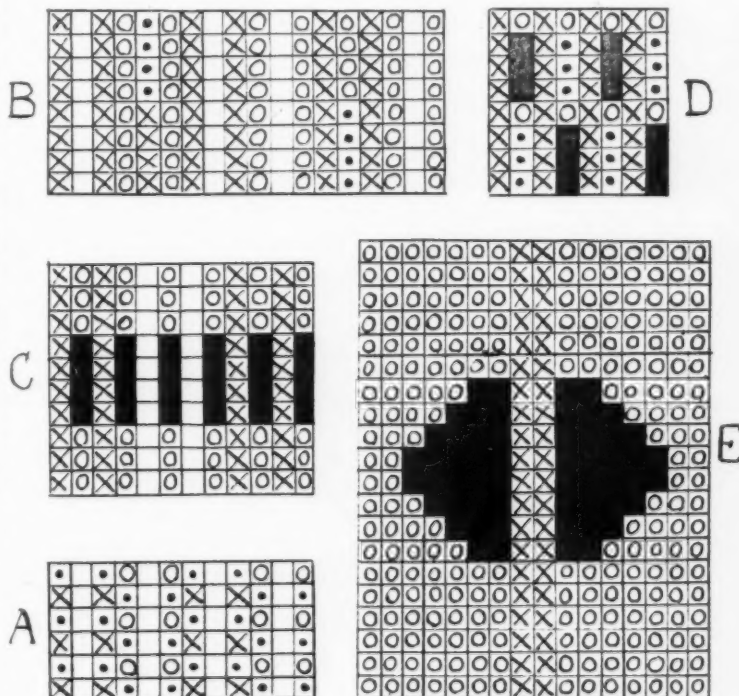
The facilities that are now available for the development of certain genuine racked effects on circular rib machines of the conventional type lend increased importance to the racked stitch

with a twelve course repeat by knitting on all cylinder needles at the first feeder and, out of every group of 8, on needles 1 and 2 at the second and third feeders, 2 and 3 at the fourth and fifth feeders, 3 and 4 at the sixth feeder, 4 and 5 at the seventh feeder, 5 and 6 at the eighth feeder, 6 and 7 at the ninth and tenth feeders, and 7 and 8 at the eleventh and twelfth feeders.

A variation of rib knitting which furnishes a most useful medium for promoting a bulky handle and appearance is a combination of clearing, tucking and non-knitting, the different kinds of loops being so arranged that fabric has many more stitches on the technical face side than at the back and also features a honeycomb texture on the face side. When this kind of fabric is made on a circular rib machine the face side, as in the cases of roll and wave designs, is usually knitted on the dial. All dial needles knit at every feeder.

In their more common form the tuck-miss-rib structures comprise roll welts of the three-course variety, the rolls being broken up transversely by tuck-

(Continued on Page 43)





# NEW PROCESS

## **Eliminates variations in 75-Gauge Latch Needles**

Textile Machine Works developed an entirely new manufacturing process for the new 75-gauge Latch Needles.

It began in the Textile engineering department, with a thorough analysis of all latch needles currently available for the knitting of ladies seamless stockings. Manufacturing techniques were studied and evaluated.

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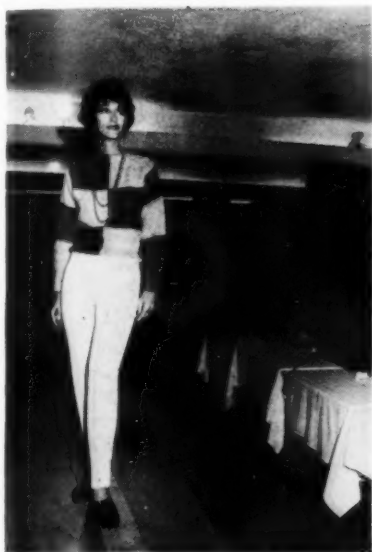
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**Ladies' Sweater Styles****DuPont Shows European Knits At PEKOMA Meet**

Italian-inspired big-block motif . . . in "Taslan" textured "Orlon" . . . six and ten denier blend. This checkerboard pullover shown by Sandra Lipton, has a shaggy hand and represents one of the important sweater textures for fall. Bold treatment lends additional interest.



Orlon . . . shaggy . . . and sexy . . . for comfort, warmth . . . and decor. Shown here by Flossie Berger.

ENTERTAINMENT and industrial education backed DuPont's third year of participation in the PEKOMA annual meeting.

Speakers stressed DuPont's interrelationships with the knitters, illustrating their remarks with a fashion show of styles based on new concepts in knitwear derived from new fibers and fabrics as well as from foreign influences.

Open meshlike stitches, novel cuts, tweed, boucle and souffle yarns were outstanding among the European effects. Fiber developments shown bring an increased color spectrum to light within the confines of a single sweater; yarn improvements cater to recently expanded consumer interest in hand knit sweater effects and knit dresses.

The show also featured a wide variety of men's knitwear styles and ladies' swimwear—to dramatize the many design potentials available with the diverse types of Orlon now on the market.

Photo displays will appear in next week's issue of the KNITTED OUTERWEAR TIMES.



Dressmaker detailing around neck and full fashioned design add a spark of new life to this sweater of Orlon Type 42. . . Worn by Gwen Brustein.



Rosy red with a subtle flecking . . . possible with the combination of Orlon, Sayelle, Orlon Type 42 . . . one for the bulkiness and definition of boucle effect: Type 42 in two colors is used for the core and binder components of the yarn. Model is Mrs. Orliner.



This turtle neck from Germany will inspire big, bright bulkies for skislopes next winter. It emphasizes "The Long Look."



*Painted by Turner*

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## Fall Fashions

## Knits Spotlighted At Calif. Fashion Creators' Showing

LOS ANGELES, Calif. — When more than 1500 buyers and fashions executives from all parts of the country converged here last week for the Fall 1960 California Fashion Creators' annual market week, knits of all kinds predominated in the fashion picture. Wool knits in both flat and bulky novelty stitches, alpacas, mohairs, synthetics, jerseys and matte jerseys, sweaters, and wool and cotton knits coordinates were selected as top fashion show numbers by approximately half of the 140 exhibitors.

The silhouette as seen at the current show is a widening one, with pleats, tunics, and the softening effect of trouser tucks on skirts. Daytime skirts begin to relax and accent the width of the hipline purposely, hiding and flattering too-generous curves. According to Marjorie Carne, CFC fashion director, the key word for California fall fashions is "gentle"—the silhouette, the colors, the fabrics are "gentle."

There is the bodice that hangs softly from the shoulder, gathered at the waist, to top slim skirts or Capris. There is the free-and-easy look of the loose overblouse which skims the top of the torso, and may or may not be self-belted. There is the draped shaping that caresses curves, defining but no confining the figure.

Color-wise, all the tones of purple are seen in abundance in dresses and some sportswear. Greens go grey and take on more blue than before—and is especially favored for sportswear, often teamed with lighter shades for contrast or tone-on-tone effect.

Gold tones are prolific in sports clothes as well as for dress—and gold grayed almost to a mustard shade is Fall's interpretation of the "brass" color liked for Spring. Taupe, warm browns, darker and blacker browns are seen, and brown with black accents is a subtle and popular combination. Highlights of the color season are the reds—from brick reds to wine shades, with the look of vintage wines.

The newest necklines which carry forth the "gentle" theme, include the cowl, dipping low in back or raised higher in front. Sportswear and dresses alike favor the high-rise neckline that is not quite a turtle, but not the

simple jewel neckline either. The cardigan neckline is evidenced in coats and sportswear, and the bateau neckline is seen in all categories.

The dolman sleeve and the kabuki or butterfly sleeve are important for fall. Two new sleeve interpretations include the tight wrist-length sleeve and the funnel sleeve, a round tube ending in a slight flare.

As for waistlines, conceal, not reveal is the order of the day, with a number of designers tending towards long torsos and dropped waistlines. Tunics add to the illusion, and even the princess styles are loosened. Natural waistlines are defined soft leather or self-fabric belts.

Skirts are tunics or tiers, and shaped fullness for day or evening wear is controlled with unpressed pleats or bell-shaped effects.

The opening fashion show was based on a political theme in honor of this convention year, with knits prominent in each of the show categories.

"Hail to the Red, White and Blue" presented, among others, a dressy red jumpsuit by Betty Lou of California which was knit of 49 per cent wool and 51 per cent cotton, and a red and navy ski parka, ski pants, and "Cuddle Duffle" coat by White Stag—the coat of 100 per cent orlon pile, the pants of 52 per cent Helanca and 48 per cent wool stretch tricotone, the parka a reversible of pure silk and nylon.

Also in this group was a white cropped four-button sweater jacket by Hedy Knits of California with a crew neckline with V detailing featuring a custom-made look as produced on a special links-on-links machine. Another was a draped sheath by Phil Altbaum in white rayon matte jersey, sleeveless, with a wide red velvet waistband and a huge red rose set into a deep cowl in the back.

The "Dark Horses" group in-

cluded a costume from Alexander's of California consisting of a sheath dress in 100 per cent wool jersey teamed with a rayon and cotton pile stole; coordinates by Sportmasters of California comprised of imitation Baran-uki fur pants of cotton, orlon and rayon topped by a wool "T square" sweater-top; and a wool jersey sheath dress by Marnie topped by a synthetic mokey fur jacket with coordinated plaid lining.

Skirts and pants teamed with sweaters and blouses were featured in the group titled "Our Favorite Sun" which included a classic sweater color-mated to a plaid skirt by Campus Casuals; a cardigan sweater in 100 per cent Orlon with yoke detailing by Ellson of California; a jersey blouse matched to a full plaid skirt in both desert and jewel tones, by Victor Most of California; and brushed wool sweaters coordinated with blouse and pleated skirt by Loubella Originals.

"Knits are Sweeping the Country" was a most important group in the show, highlighted by Koret's ensemble in Alamac's cotton nubby knit, teaming a "Sequoia" plaid top of black, redwood and white in a straight, hip-length style, short sleeves, with brown ribbed open turtle neck with solid "Reed" Capri pants featuring an exclusive elastic waistband.

Others in this included a capri and top set by Phil Rose of California in Alamac's 80 percent orlon and 20 percent wool; a 100 percent wool, beautifully-detailed capri and pull-over top set by Sebastian; a bulky "Hanry Higgins" cardigan-sweater from Le Roy Knitwear; and "Trieste," a hip-length bulky wool cardigan by Lee Herman. Costumes in this group included an acetate-rayon-nylon boucle knit dress and jacket ensemble for half-sizes by Edith Martin; a sheath dress and coat costume from Fred Rothschild of California in 100 percent wool jersey by I. A. Wyner; a three-piece ensemble in 100 percent alpaca by Westwood Knitting Mills; a

wool knit dress with coordinated jacquard jacket from Catalina, Inc.; a wool jersey sheath with sleeveless double knit cardigan jacket by California Girl; and a 100 percent wool knit dress by Zolot of California teamed with a wool and mohair coat.

Others in this category consisted of a knit skirt and top of wool and rayon by Style Plus of California; wool sweater and skirt in 100 percent wool knit coordinated with a pure silk blouse by Ethel of Beverly Hills; and Edith Flagg's novelty stripe sheath in 50 percent wool and 50 percent cotton knit by Zeldon-Ross; and a 100 percent wool knit sheath dress with silk faille cording trim by Pepi of California.

Knits were also featured in the group of casual and daytime dresses and coordinates titled "Get Me to the Polls on Time" and included such numbers as "Peacock dress" by Marion McCoy in Wyner's 100 percent wool jersey—a basic dress in camel with a very wide belt in lovebird (turquoise), rust and comet blue, with the same colors falling in an insert from waist to hem and repeated in a huge buckle of colored stones. Burt Stanley of California presented a wool jersey sheath highlighted by leather piping, and George Originals offered the career girl a sheath in Lebanon's 100 percent wool jersey. Jerry Mann of California featured a wool sweater with a basic suit; while wool jersey blouses were teamed with a plaid wool jumper by Sir James and with a dress by S. Eisenberg.

Knits, especially jerseys, were seen in the "Let's Have a Drink, Baby" grouping of cocktail and dressy outfits, such as the heavily-decorated white jewelled sweater with sweetheart neck worn with rich white rayon brocaded slim pants by Tobi of California and slender cotton velveteen pants with matching hot pink mohair pullover sweater-top, both ensembles designed for at-home wear.



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## Overseas Technical Trade Conference

## British Knitwear Men Study Mill Methods Improvement

HARROGATE, England—The theme of the Fourth membership conference of the National Hosiery Manufacturers' Federation, held here June 16-17, was "Comparisons of Production Methods." The gathering was attended by over 200 delegates from member firms of the Federation, which represents some 700 British producers of knitted outerwear, hosiery, and underwear.

In opening the meeting, A. C. Dugard, Federation president, declared that the intention was to resume the subject of their first two conferences, namely, the pursuit of production efficiency in its many aspects, all of which were designed to improve control of production processes, and to achieve better working conditions in factories, improvements in the quality of products, and reduction in unit costs.

## Competition Ahead

"The post-war era," said Mr. Dugard, "has seen a world-wide movement directed towards breaking down the barriers of international trade, whether resulting from monopolies established by traders or from restrictions imposed upon the flow of goods and capital across the national frontiers imposed by governments. This movement is continuing throughout the Western world in such things as the convertibility of currencies, the abolition of import quotas and the reduction of tariffs. Restrictive trading practices and monopolies created by traders are steadily being outlawed while the growing productive capacity of under-developed countries is being fostered and assisted by more prosperous nations.

"We have seen the establishment of the Common Market and European Free Trade Associations with their progressive tariff reductions and removal of other restrictions on trade between the participants. We have now been officially notified that, during the next round of tariff discussions under GATT, commencing in September, the British Government will be seeking widespread tariff reductions abroad and is prepared to offer substantial reductions in the United Kingdom tariff in return.

"Every one of these moves has the effect of sharpening competition between manufacturers in their domestic market and in their overseas trade. On the

other hand, for those who are prepared to seek them out, it will bring immense opportunities for development and expansion into the wider markets of the world."

Mr. Dugard concluded by saying that, within limits, the Federation of British Knit Goods Manufacturers has been striving to promote the dissemination of information on improved production techniques and cost control and reductions, including in its program overseas visits and reports to members thereon.

Conference sessions of main interest to manufacturers of knitted outerwear were: "Are You Out of Line," a discussion of the Comparative Cost Index Scheme delivered by the Federation's deputy director, Alan Kershaw; "More Stitches in the Hour," incorporating a film of improved methods of making-up, by F. F. Chance, a director of N. Corah (St. Margaret) Ltd.; "Moving Belts," a discussion of automatic and selective transport methods in knitgoods factories, by G. C. Battye, deputy principal of the Work Study Centre, Wool (and Allied) Textile Employers' Council; a discussion on the positive feed system of controlling garment length dimensions, by P. Stacey and J. Hopkinson of the Hosiery and Allied Trades Research Association; and "Production Planning and Control" in which special reference was made to full-fashioned outerwear manufacture, by L. G. Hawkins, a director of Moore, Eady and Murcott Goode Ltd.

*(Editor's Note: Summaries of several of the papers delivered at the conference appear below. Other abstracts will be carried in succeeding issues.)*

## Comparative Knitgoods Costs

The problems of comparative costs in a competitive knitgoods market was the subject of the paper delivered to manufacturers by Alan Kershaw, the organization's deputy director.

In opening his talk, Mr. Kershaw invited manufacturers to ask themselves, "How efficient is my business? How satisfactory is the profit which it returns for our efforts?" "The questions," he said, "are inter-related and are two of the most important questions a manufacturer can ask himself. Yet few can have sufficient information to enable them to answer correctly.

"First of all let us consider—what is a satisfactory profit? Is it more than you would get if you invested your money elsewhere—if so, how much more? Is it more than you recorded last year—and again, if so, how much, or have you some sort of target like 5 per cent, 10 per cent or 15 per cent in mind?"

He suggested that it is none of these and, further, that it is a different figure for each class of goods in each section of the industry and that it varies from period to period. He proposed that a fair definition of a satisfactory net profit margin is one's competitors' for the period in question, and that it gets more satisfactory as it approaches the highest figure shown by one's competitors.

"If this is a fair definition," he proceeded, "then unless you know the figures shown in your competitors' trading and profit and loss accounts for the year you cannot assess whether your own figures are satisfactory or not.

## What Determines Profits

"The size of the figure which appears as a balance of net profit at the end of a period of operating depends on the interplay of a great many factors, some of which in each firm are working favorably, some unfavorably. To mention a few: demand for product; efficiency of salesmanship; quantity of sales; standard of design and quality type of get-up; correct and efficient use of raw materials; efficient flow of work; output per operative; output per operative in relation to cost of machinery; type and age of plant; extent to which every item of overhead is in balance and is fully utilized.

"These are only a small proportion of the many factors

which each play a part, either favorable or unfavorable, in determining what the final profit shall be.

Assuming that it is possible, Mr. Kershaw went on, to tell whether the profit is satisfactory by measuring it against the results of one's competitors, it might still be cold comfort if this was all it was possible to tell or even if the figure recorded turned out to be higher than any shown by other firms. There would be no doubt that it could still be improved upon if some of the unfavorable factors which must exist could be removed or minimized.

## Factors for Improvement

If any improvement is to be made, and this is the whole reason for the exercise, then information must be sufficiently detailed to enable management to take the necessary action. It is useless to say to a firm that other firms are much more efficient and profitable than it is. If this information is to serve any purpose other than to goad the recipient into a bad temper, it must be followed by detailed information showing why other firms are most efficient and whereabouts among the 101 factors involved improvements can be made, according to Mr. Kershaw. This calls for an examination of all the factors previously mentioned to see which are working more favorably and which less favorably.

"Such examination will enable the factor or factors which are causing trouble to be isolated and once this has been done management can make the necessary action to improve the situation," said Mr. Kershaw. "This cannot be a once only job because competitors are also making improvements. Therefore we must keep continued watch."

For this purpose, Mr. Kershaw advocated use of a comparative cost index which the British Association determines on the basis of cost data gathered from its members and made available for individual comparisons.

Improved productivity in the  
(Continued on Page 19)



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## Buyers At West Coast Showing Are Receptive To Brushed, Bulky Knits

By PEG MOOR

SAN FRANCISCO, Calif.—Knits again were proving their sales potential at the Fall Market Week of the West Coast Salesmen's Association held here June 19-23 at the Sheraton-Palace Hotel. Where some representatives termed the market "fair" or "about the same as last year," there were a great many, particularly in the knitwear field, who indicated that their business was considerably higher than that of a year ago. Many of those with such an optimistic report were connected with firms which had entered new style fields and/or added new types of knits to their lines. Some 2,000 buyers from 1,400 stores were registered, a slight increase over the comparable market a year ago.

Brushed and bulky sweaters, knit dresses and sportswear were all in demand. Coat style sweaters continued to be popular particularly where firms were adapting their styling so that the jackets were wearable by all ages of women.

A new stitch which produced a heavier weight sweater was popular at Bams Knits where Al Levine was the representative. Made of "Spun-Gee" Orlon in a zig-zag stitch and weighing almost two pounds per item, the knit was used for two styles—a collared cardigan; and a jacket with twin pockets, banded around the big collar and the outside edge. New muted tones of dark brown, teakwood (coffee), and willow green were popular as were the more basic beige, black, and white. Both styles retail at \$17.95.

A lighter weight Orlon jacket in a popcorn stitch was another good Bams number at \$10.95 retail with teakwood, white, beige, and black the leading colors. This coat style is a little longer than average and is banded around the collar and down the front.

Bams, Mr. Levine reported, was finding a good deal of acceptance for more youthful styling in large size sweaters.

At Zado Goldenberg, Evan Goldenberg indicated buyers were again endorsing the firm's "monster coat." Using three colors in a wide stripe, the original jacket was done in very gay colors. In a new interpretation, the firm is offering the

style for the first time in a choice of 22 color combinations ranging from bright, lively shades to wonderfully blended ombre tones. The greens, lilacs, browns, and golds were among the leading colors. Made of Orlon, the sweater sells at retail for \$10.95.

A novelty bulky collarless cardigan was also important at Zado Goldenberg. An Irish fisherman knit in all wool, it has three-quarter sleeves, is banded at the bottom and cuffs and ribbed at the neck. At \$10.00 retail, bone white is the best color.

Another first with Goldenberg was the offering of a knitted Orlon skirt which is dyed to match ten of the firm's sweaters. A slim style to retail at \$10.95, sizes 10-16, the best selling shades are gold, camel, and black.

A coat style Orlon sweater, banded around the edge, was a leader at Redwood City Knitting Mills where Ben Rothenberg was the representative. At \$10.95 retail in sizes small to extra large, beige, black, and white were the preferred hues. A jewel trimmed cardigan at \$13.95 retail, sizes 34-42, was also selling well.

Lionel Bernstein of Darlene Knitwear reported that buyers were already reordering from a collection of three fine gauge angora sweaters made to retail at \$15.95. Dahlia purple, nut brown, spruce green, and starlight blue were in particular demand. A long line, three ply bulky in a fur blend with a big cowl collar and long sleeves was also a favorite with white, spruce, teakwood, and mauve the favored shades. The market, Mr. Bernstein stated, was "very good—up about 30 percent."

At Helen Harper, Marvin Sirbu said that he was ahead of last year by about 25 percent. He was getting a spirited reaction to Orlon jacquards which

the firm had not featured before. He was also doing well with napped and sheared Orlon. Another "first" this season was the firm's offering of its own coordinated sportswear.

Mr. Sirbu mentioned the buyer interest in a 100 percent mohair Italian hand knit which was used in a wide collared, long line cardigan, made to retail at \$19.95. The most important colors are loden green, taupe, purple, and white.

A domestic bulky in a novelty stitch with a hand knit look was on 95 percent of all the Helen Harper orders he wrote, Mr. Sirbu noted. A 22 inch, wing collared cardigan of Orlon, gold, taupe, white, and black were the leading colors. Mr. Sirbu also indicated that he was getting good reaction to sayelle (Orlon 21) which was being used in two cardigans—one a collarless style in an all-over cable stitch, the other collared in a three dimension chain stitch.

Edgar Baker of Edith of California termed the market "very gratifying." The firm, he reported, was finding a good deal of acceptance for its knit dresses which were being offered for the first time this season. A leading number was in cotton and wool in a rosebud design and featured a slim skirt, three-quarter sleeves, a wide notched collar, self belt, and elasticized waistline. Two self covered buttons highlighted the neck placket opening. Made to retail between \$22.00 and \$25.00, the best selling shades were charcoal, camel, and teal.

The versatility of knit fabrics was dramatically illustrated by Edith of California in the use of different sides of the same fabric to produce two diverse moods and styles. Made of a spider web design, the brighter side of the fabric is used for a pert, young dress with three-quarter sleeves and a Peter Pan collar. Contrasting colored ribbed knit wool bands the cuffs and forms the collar. In sizes 10-16 at \$16.95 retail, spice and stone green, both with black, were the most popular colors.

The companion style uses the more subdued side of the fabric for a sophisticated, elegantly simple fashion. Con-

trasting wool trim highlights a V neck and a self tie belt features leather tassels. With three-quarter sleeves and an elasticized waist, it is designed to retail for \$15.95.

At a more expensive price than is usual for Edith, Mr. Baker indicated pleasure over buyer approval of a two piece dress in a nub knit of linen acetate and cotton, made to retail at \$29.95. In this style, a seat lined, slim skirt is topped by a boxy jacket with elbow length sleeves, double pockets, and tiny gold buttons. Brown and grey, each with white nub are the favorite shades.

In its sportswear, the emphasis at Edith was on pants where wide coordination was possible through the offering of pants in both solid colors and in tweeds or plaids, carefully matched to the solids.

The biggest market he had ever had, was the comment of Stephen Kaufmann representing Caldwell Inc. A special feature of Caldwell cotton knit dresses which was scoring particular success was the firm's handling of its waistlines. Here, the elastic is put in sections giving the garment all the fit advantages of this feature without the too-frequent bunched look.

At Kimberly Knitwear, Inc., Bill Scatena stated that general business last year was the biggest ever and that this year it was running 60 percent over 1959! The market was definitely "up," he reported.

A three piece Kimberly outfit was winning much buyer approval. Styled with a straight skirt and boxy Chanel type jacket, both in solid, it focused fashion interest on a jacquard knit leopard vestee. The design sells for about \$75.00 in the stores, sizes 8-16.

Chanel styling is used in two other leading numbers, both with a tapestry print underblouse. One has a cardigan neckline, the other is collared with print trim on the collar; both jackets are faced with the print fabric. Retailing for \$65.95, perry winkle and black are the most popular colors.

A smart, young style was also selling well at Kimberly. This has a permanently pleated skirt topped by a boxy jacket (Continued on Page 49)

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#### FEATURE

#### ARTICLES

- "New Leveling Agent to Eliminate Barre In The Dyeing of Textured Nylon Sweaters"
- "Dyeing of Creslan in Blends with other Fibers"
- "Optical Bleaches for Sweaters and Knitted Fabrics"
- "How Synthetic Fibers Used in Sweaters and Knitted Yardgoods Are Dyed"
- "Problems Involved in the Increased Use of Fluorescent Brighteners"
- "Dyeing of Knitting Yarns and Knitted Fabrics of Arnel in Combination with Other Synthetic Fibers such as Orlon and Acrilan and with Cotton"
- "The New Role Which Reactive Dyes Are Playing in our Industry and their Great Potentiality for the Future" and many special features.

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## Knitting Mill Operations

# Simplified Coding System Speeds Production At Wexler

PHILADELPHIA, Pa.—A simplified coding system for order and production control; a perimeter flow plant layout which makes maximum use of space in a single-floor production operation; emphasis on versatility in sewing department personnel, and concentration on transfer knitting against orders is the basis for the orderly and efficient operation of Wexler Knitting Mills, here.

The firm is one of the largest producers of men's sweaters for the wholesale trade in this area.

Wexler Knitting Mills moved to its present 36,000 sq. ft. quarters in a multi-story building at 22nd and Arch Sts., here, four years ago in a major expansion. At that time, controls and plant layout were designed to provide flexibility for expansion of production as needed, within existing space, according to Sol Wexler, who with his cousin Arthur Wexler, is a partner in the firm founded in 1909 by their fathers, Harry and Morris Wexler.

Because of careful planning, and despite the diversity of the company's output, the plant has been able to accommodate a 20 percent increase in production over the past few years without any notable change in setup or the addition of any space.

The code system which is the basis of order and production control covers every type of yarn, type of fabric, and

type of knitting stitch used in the plant. Currently, Wexler Knitting Mills is operating with wool spun yarns and blends such as Lamb's Wool and Orlon, Lamb's Wool and Mohair, Lamb's Wool and Shetland, and also worsted yarns.

A master copy of the code system is made up for each season's line. The first two digits of the code are knit and yarn specifications, the last two are style specifications. For instance, the code N 25 40 K would be interpreted thus: N means brushing, 25 indicates six-cut tuck Isle of Man stripe at top of a skirt and cuffs, lamb's wool and mohair, and 40 means double two X one border and pocket tip, shawl collar with Isle of Man tipping, six scoop buttons, 36 line. K means two inside pockets.

Production is against customer orders. The individual customer is assigned an order number which is circled in red on the order sheet as soon as it has moved into the knitting room for production.

The other major control record kept is a yarn tally showing every color of every type of yarn and size of inventory. As orders come in, yarn needs are deducted at once, so it can be seen at a glance just what is on hand, what is committed for production and what is needed. This firm maintains a substantial yarn inventory—as much as three months' supply at any given time. All stock dyed yarns are used.

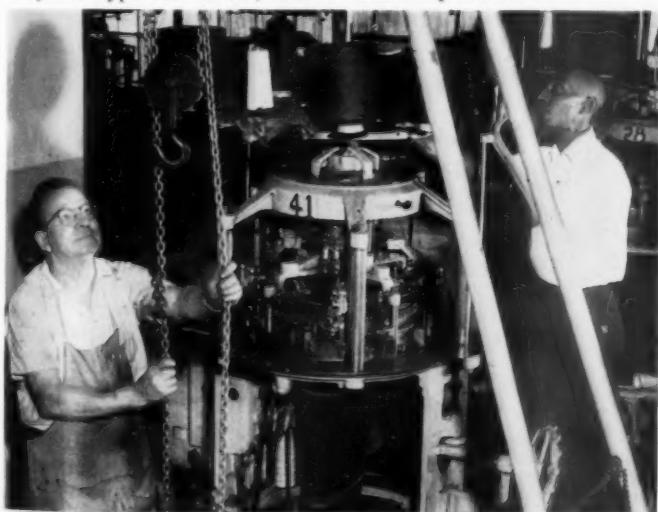
Paper work has been reduced

to a minimum by this system. A highly simplified type of production ticket made up in the office, which travels with the order, and a small white slip made up at knitting from the original production ticket, which travels with each workload or washload through the plant, complete the production control system. When the production ticket showing the number of dozens of each size of each color and style on a given order number arrives at knitting, the knit-

(Continued on Page 15)



This is Wexler's sewing department—a relatively small one in terms of the firm's output but versatility of individual operators and fact that the mill is a transfer operation with fewer sewing operations accounts for its efficiency in handling a large volume of goods. Not shown here are the trimming operations which are at the far end and to the right.



Man on ladder, right, prepares to remove stop motion and yarn carrier from knitting machine at Wexler Knitting Mills while knitting department foreman Bert Davis, left, prepares to move cable of hoist he devised into position to remove the 300 lb. head so mechanics can readily get to the cylinder and dial to make necessary adjustments. The hoist has eliminated heavy lifting by several men and cut down time for changeovers of machinery in half.



Bodies and sleeves are steamed to exact size on frames before going to cutting. Borders are steamed and rolled inside out.



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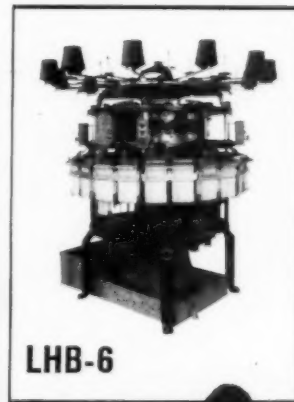
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## Simplified Coding System At Wexler Speeds Production And Orderly Flow

(Continued from Page 13)

ting foreman makes up white slips showing Lot Number, Style, Yarn Number, Color, Size, Number of Pieces, and the Wash Number indicating which of the various type washes used for different yarns and finishes is to be used. This stays with the lot all through the production process until the order is packed for shipment.

All the firm's production is concentrated on the 23,000 sq. ft. 8th floor of the building. Another 13,000 sq. ft. on the 12th floor is used for basic yarn storage and backwinding of yarn for quality control, as well as stock. Space in the basement is used for storage of waste until shipped out.

Knitting starts at one end of the floor and continues along the perimeter of most of one long wall area. This firm maintains a very large knitting department equipped entirely with transfer machines mainly Jacquard TA 4's, and a relatively small sewing department. In practice, Wexler Knitting Mills management has found it best for its type of operation to work sewing departments overtime when necessary in peak periods rather than knitting. A basic ingredient of this type of operation is versatility of the sewing room personnel, many of whom have been with the firm for a number of years and can handle many types of operations, switching from one to another as needed. In addition, the fact that all knitting is transfer knitting to body size reduces the number of sewing operations needed.

A time and effort saver in the knitting department which has cut down time of machines for changeovers in half, is a hoist devised by knitting foreman Bert Davis. The hoist is used after the stop motion and yarn carrier are removed by hand, to remove the head so mechanics can get to the cylinder and dial to make adjustments. The hoist operated by one man can lift the more than 300 pounds of the knitting machine head with ease.

### Proportioned Wash Loads

The wash department is at

the far end on the same side as knitting. Goods in proportioned wash loads are given the previously noted wash specified on the white slip which goes into a slot atop the washer while the bundle is in the wash, then from the laundry the bundles go into open face metal bins. This type of bin is used between all departments from washing to steaming, to cutting, to sewing at this plant.

The only backtracking at all in the forward flow of goods is for brushing on garments requiring this treatment. A battery of McCreary brushers is located near knitting.

The separating point after washing is also an examining point for quality control.

Borders are steamed and rolled inside out, and bodies are steamed to exact size of frames. At cutting, the cutter puts a red code number of sleeve bundles so they will correspond with proper body size.

Bodies go into one group of bins, sleeves into another. Sleeves are taken from these bins to be seamed then into bins near the bodies bins for assembly with bodies. After assembly, goods go into small metal carts holding three bundles to a cart, for sewing.

Three-sided open carts tilted slightly to eliminate sliding off of stacked goods, on casters, are used extensively throughout the Wexler plant to transport goods in process, especially at such points as from trimming to pressing and from pressing to final examining, folding and boxing.

Quality control checks are numerous throughout the production process, at knitting, separating, cutting, sewing, trimming, and again before boxing.

The cutting and assembly areas are at the same end of the building, sewing along the next wall area along the windows, final pressing along part of the remaining wall, then goods move back into the middle of the room for shipment, then onto a nearby freight elevator to be taken to the shipping platform.



This is the assembly area where bodies, sleeves and trimming are assembled for the wash department which in this photo is hidden by the bins. In this as in other areas of the plant, advantageous use is made of open metal bins. Transfer goods are separated before assembly with other components for processing in whatever special wash is specified. Note also the white slips attached to each wash load which were made up at the knitting department and travel with the lot.



This is the final examination and folding department into which goods flow from final pressing, and it is located in the center of the room. On right, beyond low partitions is the sewing department through which goods in process move forward to pressing (not shown) then into center of room to this point. Note metal three sided, open face carts on casters, which are used extensively, in various sizes and heights, throughout the Wexler plant. These carts, many of which are on lint-free scooter wheels, as well as special bins between departments, were developed and custom made through David Maimin & Co., materials handling equipment distributors.

## DuPont Offers Method To Handle Orlon Fabrics

WILMINGTON, Del. — Jersey fabrics containing Orlon acrylic fiber can be handled in practically the same manner as fabrics of wool jersey, according to DuPont's technical information bulletin on textile fibers.

"The cutting technique remains the same with one minor

change suggested for sewing. Our experience indicates that a #12 needle should be used since a smaller needle reduces the possibility of needle holes."

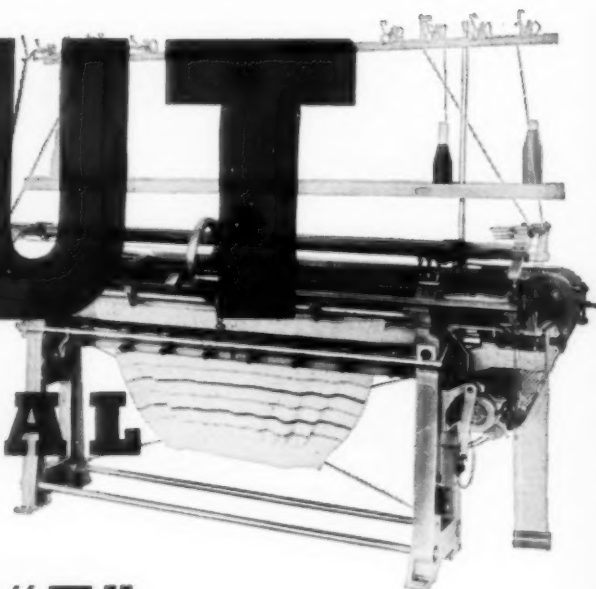
It was also suggested in the bulletin that seams be tested after sewing by pulling the fabric on either side of the seam and inspecting for needle holes. If holes appear, a smaller needle should be used.

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## Jantzen Announces Malmgren Promotion

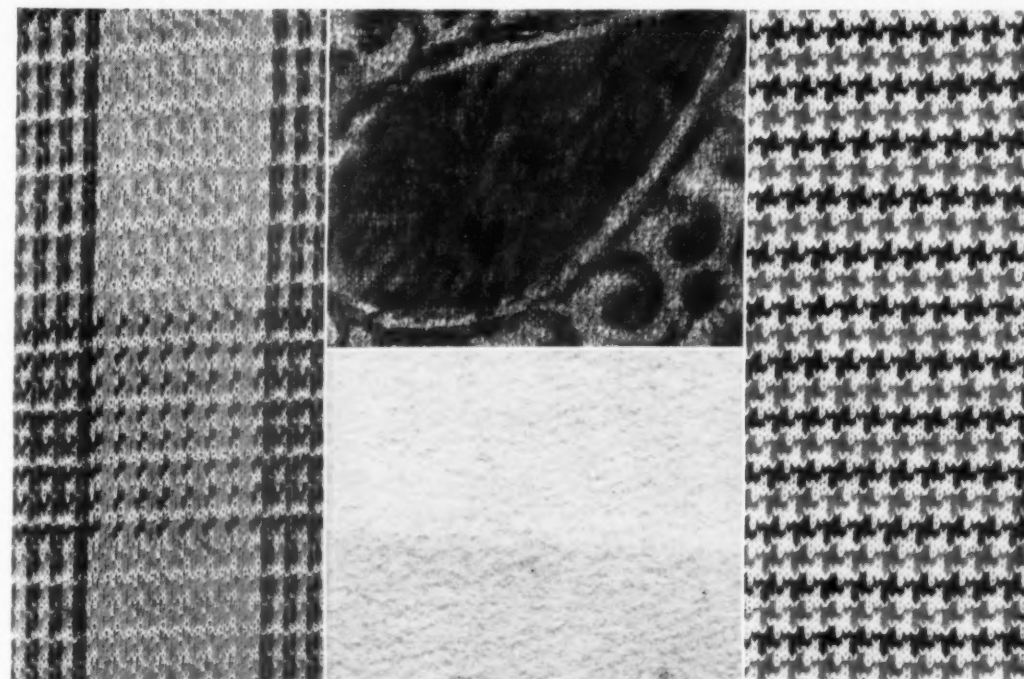
PORTLAND, Ore. — Con Malmgren, vice-president and manager of Jantzen Southern with headquarters in Seneca, South Carolina, has been promoted to eastern production manager of Jantzen Inc. and will transfer his headquarters to Philadelphia.

Bruce Norton, who has been with Jantzen since 1955 and was Malmgren's assistant, has been named acting manager of Jantzen Southern.

As eastern production manager, Malmgren will work with Jantzen top management in coordinating production of the eastern sportswear operation. He is to be directly responsible to Donald Kennedy, assistant general manager.

Meanwhile, he will retain his title of vice-president of Jantzen Southern, and in this connection will closely coordinate his activities with C. E. Inman, the director in charge of manufacturing.

The new assignments are scheduled to become effective about the first of August, ac-



Fall fabrics in the Dana Textile Mills, Inc. collection include: Left and Right—plaid design on a pattern wheel fabric; Top Center—paisley roller print on dyed, plain jersey ground; and Bottom Center—ribbed fabric with a slightly brushed effect.

cording to Paul DeKoning, president and general manager of Jantzen.

### Correction

Dana Textile Mills Inc. has been in operation almost two

years rather than six months as the KNITTED OUTERWEAR TIMES states, page 38, June 27.

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## British Knitting Mill Men Study Methods Of Improving Operations

sewing department of a knit goods plant was the subject of the paper delivered by F. F. Chance, director of N. Corah Ltd. of Leicester, England.

This portion of the program was devoted to a consideration of new methods for reducing time of processing in the sewing department with examples demonstrating recommended procedures.

A film was shown demonstrating how productivity may be increased. Illustrative cases were analyzed in which productivity was substantially raised, though some of the errors illustrated and eradicated were of the more simple and apparent kinds.

The insertion of slit pockets into ladies' sweater coats was an operation used for exemplifying the types of improvements possible. The old method displayed consists of the following steps:

(1) overlocking the pocket edge; (2) inserting the pocket; (3) applying strapping or tape onto the pocket; (4) overlock stitching inside the seam. The new method involved only two operations: (1) overlocking the pocket edge and overlocking in the pocket, the two being accomplished in a single operation; and (2) inserting and taping in the pocket. Here the original inefficient method showed an unnecessary amount of "fiddling" and the main increase in productivity, as Mr. Chance pointed out, resulted from combining the overlocking edge and the introduction of the pocket by inserting a pocket piece on an overlock machine.

Similar instances were presented involving the stitching of binding on women's cardigans and the looping of V-neck collars.

Mr. Chance's talk stressed that the improved procedures should not themselves be deemed fixed but that effective production management involves an incessant search for new and better ways of doing things. We generally find that managers and supervisors are too busy with every day problems of production. It is essential for any progressive business to employ a fully trained study man to keep a lookout for improvements.

Materials handling systems

constituted the theme of the talk delivered by G. C. Battye, deputy principal of the Work Study Center, Wool (and Allied) Textile Employers' Council.

Virtually all types of conveyor systems installed up until quite recently, according to Mr. Battye, fall into two broad groupings by function.

The first group, which broadly speaking has proved very useful, he said, includes all conveyors installed purely for the transport of goods from one point to another. Examples are overhead or floor level moving belts for taking raw materials or work in progress from department to department, portable elevators for loading trucks and roller storage racks in warehouses. This type of conveyor has proved itself and is a clear substitute for muscle power.

The second group, and this is where difficulties have arisen, includes all conveyors installed for work directly with operatives, usually on garment assembly or inspection operations. Many of these, particularly on inspection where one operative places the goods on a belt, one inspects on the moving belt and another operative removes the goods, are wasteful of manpower because of the excessive handling involved. Others, where a succession of operatives carry out different operations on one, or a bundle of garments run into difficulties because of lack of balance between the time taken for the different operations. Even under the most favorable conditions of long runs on quite simple garments, conveyors set up in this way are virtually impossible to organize so that the maximum degree of operative efficiency is maintained.

Despite the difficulties and limitations arising from moving belt installations, Mr. Battye's view was that they nevertheless had an important future in application to the entire range of garment assembly operations.

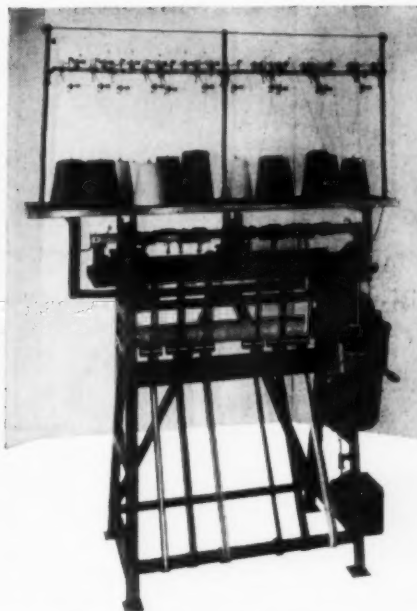
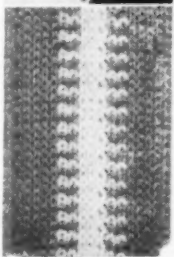
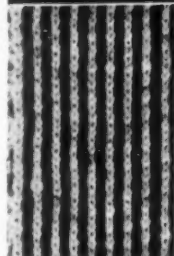
The system under which all operatives in some section do the same work, and bundling and racking usually take place after every operation, is one which Mr. Battye deemed antiquated.

(Continued on Page 23)

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## Helanca Fabric Draws Interest At Miami Showing

By MARTHA LUMMUS

MIAMI BEACH, Fla. — Knitted swimwear, as always, took a rightful place of importance at the June 19-21 Southern Apparel Exhibitors summer and fall market show at the Fontainebleau hotel, Miami Beach, where more than 250 exhibitors displayed 450 of the world's top fashion lines. And comments of some of the exhibitors pointed up the increasing popularity of woven fabrics in swim suits.

Strongest type of knitted fabric to make an impact is Helanca, according to one large swim suit manufacturer, who also pointed out a definite trend toward light weight knits in swimwear. Helanca's new satin back appearance, which has gotten away from any heavy, bulky appearance, is responsible for further headway in the market for knitted fabrics. The use of Vyrene in garments

lends much control and permits more extensive variety in designing.


One manufacturer exhibiting at the show reported Cortina's knit line the best answer to imported knits and coordinated knits are going strong, giving a continental look.

The profusion of printed Helancas and knits in swimwear may make inroads into solid colors, and cotton knits, with some degree of rubber, and with some degree of Lastex threads, are extremely good. Limited use of Lycra will be made, he feels, and will perhaps make a little stronger impact this year because of the lighter weight, and the ability to do tricks in designing that can not be done with Lastex (such as drape, and added fullness and tucks). It also is being combined with solid fabrics, such as Arnel. Third in importance, probably, is Orlon. Dacron is not too suitable for swimwear and neither is rayon. Cotton knits do not show the strength of Helanca, and wool will still be important in higher priced


(Continued on Page 45)



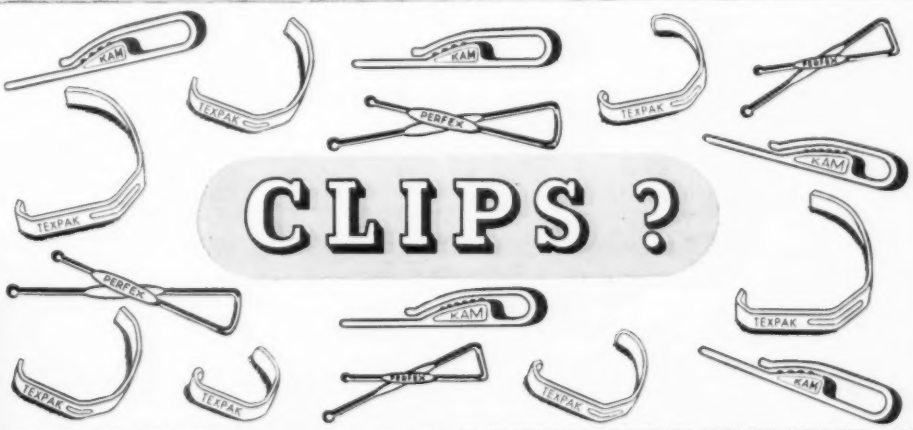
Shower of Flowers (left) and Confetti (right) are the names of the print patterns of these Ceeb-Adores, which are enjoying a terrific traffic at Ceeb of Miami's manufacturing plant. Made for the first time this year in elasticized knit are these garments, which have been a popular item since their introduction into the line three years ago.



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### A SPECIALIZED BUSINESS WITH SPECIAL SERVICE

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FOR BULKY KNITS **SPUN-GEE®**  
MADE WITH...

Make the most of tremendous male interest in bulkies.  
Make sure your sweaters are made with superb SPUN-GEE yarn.

SPUN-GEE offers your customers just what they want in sweaters—a wide choice of striking patterns and exciting color combinations.

SPUN-GEE has a luxurious, lofty, wool-like hand... combined with the easy-washing, quick-drying benefits of Orlon.

When leading knitters and merchants want their bulky knit sweaters to be smart, salable and satisfying, they specify SPUN-GEE—always identified by the black-and-gold tag.



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*National Yarn Corp.*

2735 PROSPECT AVE., CLEVELAND, OHIO  
MILLS: Jamestown, N. Y.; Washington, N. C.; Whiteville, N. C.

SPINNERS OF WORSTED • ZEPHYR • MOHLAN • NYLON • TURBO ORLON • SPUN-GEE • BAN-LON • YAMA • NATURA • VYBRAN



## British Knitting Mill Men Study Methods Of Improving Operations

(Continued from Page 19)

An alternative way of supplying the operatives is by means of bins transported by wheeled trucks which are pushed to various operatives in turn. This system is flexible, inexpensive to install and lends itself to easy consolidation of similar lots by style and color. It is likely to be most useful where larger lot sizes (say five dozen bundles) are used.

Its disadvantages are that it needs operatives to carry out work which can be done mechanically, it is relatively wasteful of space and involves considerable handling of bins of work into and out of trucks which is not always easy.

The third way, and in Mr. Battye's view, the best way to supply operatives where circumstances permit is by means of a transporter conveyor.

Such conveyors have been designed for maximum flexibility. A number of different makes are now available and manufacturers contemplating the purchase are

advised to give careful consideration to the relative merits and demerits of the various types.

The features which distinguish transporters from other types of conveyor are that work is routed from operative to operative or group to group according to a predetermined sequence. Most transporters deliver work automatically to the operative and hence are called automatic transporters. Another type provides a continuous stream of work passing the operatives who can select boxes at will and thus help in the problem of providing the largest possible runs to minimize color changes. This type is called the continuous transporter.

Both automatic and continuous types can be worked on the feeder-to-operative-to-feeder routing plan or the feeder-to-operative-to-operative routing plan. Routing back to the feeder after each operation permits inspection for quality to take place at this time and gives the feeder maximum control of priority. It

does, however, greatly increase the load on the feeder and should not really be necessary for most cases where routing from operative to operative should be adequate.

The continuous transporter has a distinct price advantage over the Automatic type and is even more flexible. It may well be the most suitable type for general use in this industry although of course every case needs careful individual consideration.

The first requirement is for very careful pre-planning before the conveyor is even ordered. One must be clear as to the demands to be made on it, and then ensure that he gets the type that will do the job. This is the stage at which expert advice should be sought and where it can be most valuable.

Second, the departmental manager responsible for the operation of the conveyor must believe in it and want to make it work. He must also be capable of the requisite degree of load planning in order to get the best results.

Given these pre-requisites, a transporter can be a good ser-

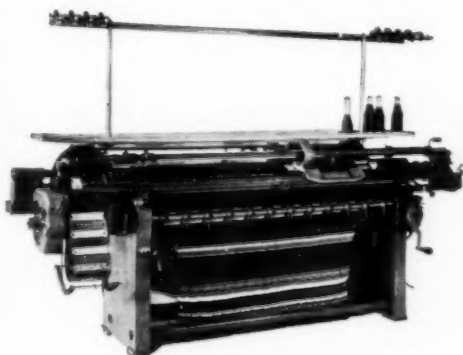
vant. Without them it could well be a bad master.

Added to the need for accurate planning of input mentioned above, conveyors have other disadvantages, such as their quite high capital cost and demand on floor space. This latter point is not very significant, however, as in many cases the space occupied under efficient working is less than that required under other servicing systems with inefficient operation.

On the other, in addition to the labor saving already referred to, transporters have other advantages. The degree of planning to make them work successfully is itself a guarantee of a higher level of efficiency in the department. They help ensure that work is dealt with in the correct order.

### Knit Sport Shirts Spark Men's Sportswear Sale

BUFFALO, N. Y. — Men's knit sport shirts by Robert Bruce were fast sellers in the sportswear section of The Kleinhans Co. during a summer promotion that brought mail and phone order response along with floor activity.



## MODEL F8 ALEMANNIA-SEYFERT & DONNER WEST

The only single lock flat power machine with  
**71" NEEDLE BEDS**

63" Needle Beds also available

Additional needle space for more economical  
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manufacturers  
of Textralized®  
yarns for use in  
Ban-Lon® quality  
fabrics and  
garments.

**Federal**  
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manufacturers of  
the finest quality  
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## NRMA Publishes New Book On Dealer Aids

A new book issued by the sales promotion division, National Retail Merchants Association, entitled "Using Dealer Aids Effectively," is now available.

The book is based on a forum held earlier this year between retailers, manufacturers, and advertising agencies, and covers the entire field of manufacturer-supplied aids for retail stores.

Included in the 42-page book are discussions of mats, radio scripts, statement enclosures, direct mail, ad blow-ups, publicity releases, seasonal promotion kits, informative labels and hang tags, ad reprints, easel displays and window displays.

The book is available to manufacturers, advertising agencies and mat services, as well as retailers, through NRMA, New York City.

Participants in the forum, on which the book is based, included Harold R. Merahn, chairman, NRMA sales promotion division and vice president, B. Gertz, Inc., Jamaica, N. Y.; Charles Strauss, sales promotion manager, McGregor-Doniger, Inc., New York City; Ferd Ziegler, vice president and account supervisor, McCann-Erickson, Inc., New York City; and Ted Kaufman, vice president and account supervisor, Grey Advertising Agency, New York City.

Also Chester Leopold, vice president, Wolf & Dessauer, Fort Wayne, Ind.; C. Frank Rabideau, assistant manager, McCallum's, Northampton, Mass.; and Samuel Cohen, sales promo-

tion and resource relations manager, Lit Bros., Philadelphia.

## Daring Shown In Jantzen Display

ROCHESTER, N. Y.—Sibley, Lindsey & Curr department store peaked promotional activity in women's swimwear with a promotion in its better sportswear section built around the theme: "Take A Daring Dip In A Jantzen Swim Sheath."

Sibley's put strong emphasis on the low back and new neckline in going after Jantzen business in a \$14.95 to \$29.95 price range.

At the same time, the department store stressed that despite their "daring" lines, the featured suits were "unexpectedly demure."

Point of sale display, window display and heavy newspaper advertising helped Sibley's stimulate steady consumer interest in the collection, with peak selling activity coming in advance of the Fourth of July weekend.

Among styles getting good attention from shoppers was a classic maillot in chickory black or flag red, and a long stemmed sheath printed with American Beauty roses, in blue.

## TRI To Conduct Research

PRINCETON, N. J.—Textile Research Institute has been awarded a contract with the Agricultural Research Service of the U. S. Department of Agriculture to conduct research on cotton fiber properties, according to Dr. L. Rebenfeld, TRI associate research director who will be in charge of the program.

# all these firsts...

## HAVE MADE ALLEN KNITTING MILLS THE FIRST IN 100% ACRILAN ACRYLIC JERSEYS

**FIRST** 100% ACRILAN Jersey

**FIRST** "REDMANIZED"® Jersey of ACRILAN

**FIRST** Jersey in hi-bulk ACRILAN

**FIRST** in hi-bulk ACRILAN fancies and stripes

**FIRST** in yarn-dyed ACRILAN

**FIRST** in worsted-spun ACRILAN

**FIRST** in Type 16 ACRILAN

**FIRST** with Allenella Jersey Prints

**FIRST** with Eleganté—highest-quality Jersey knitted of worsted-spun Acrilan available in 2-denier

**FIRST** with Scottfoam Eleganté—Eleganté with Scottfoam bonded to it, creating new horizons for outerwear manufacturers

Allen Knitting Mills produced the first 100% Acrilan Jersey. Manufacturers asked for more . . . and more. Allen turned out, not only more—but entire new concepts in ACRILAN Jersey listed above.

Whatever you manufacture in Jersey, one or many of the ACRILAN Jerseys listed here can bring you "firsts" in peak sales. Come in and consult with us . . . we'll show you how the inventiveness that produced all these famous Allen "firsts" can work for you!

## ALLEN KNITTING MILLS, Inc.

1412 Broadway, New York 18, N. Y.



View of the Robert Reiner, Inc. booth at the recent American Textile Machinery exhibition, showing the Conorapid Cross Winder which attracted considerable attention.



**BEAUNIT BRINGS YOU  
THE FINEST GAUGE  
SPRING NEEDLE JERSEY  
EVER...OF FINER COUNT  
100% ACRILAN YARNS**

**BEAUNIT  
TEXTILES**

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A year ahead in quality...  
but yours today...with the  
extra selling pluses you need  
for customer satisfaction  
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business!

SEEN TOGETHER IN THE BEST PLACES



Look at all you get...new  
hi-fidelity touch, with a  
softer smoother hand—  
evenness of stitch—greater  
resistance to pilling and  
abrasion—stereophonic  
color...Type 16 Acrilan for  
richer, clearer pastels—  
deep-deep hues—the whitest  
of-whites...“Set-to-Size”  
processed to “relax” the  
stitches and for perfect fit  
even after countless washings.

**PLUS**

**NATIONAL ADVERTISING  
CO-OP ADVERTISING  
FIRST AGAIN! BEAUNIT  
IS AHEAD OF THE CROWD!**

# PLUS...

another Beaunit First...a triple testing program that **GUARANTEES** satisfaction...

quality control and policing to protect you, your customers and their customers.

## TESTED

**FOR QUALITY**



The Good Housekeeping Guaranty Seal has been earned by Beaunit's Jerseys of Acrilan. Good Housekeeping Institute confirms the claim for washability and quality.

## TESTED

**FOR LAUNDERING**



Thoroughly tested and certified for quality and wash-and-wear with minimum care... by the foremost independent laboratory, U.S. Testing Co.

## TESTED

**FOR UNIFORMITY**

Laboratory-tested and inspected yard by yard in Beaunit's own plant...to guarantee consistent top quality in every piece that reaches you.

**FOR GREATEST CONSUMER ACCEPTANCE  
FEATURE THE BEAUNIT TAG WHEN YOU SELL!**

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**TURNER** MFG. CO.

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Spin Knit ... DESIGNED BY THE HOUSE OF STRAUS

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**EPHRATA SHOES** THE FINEST WELTS & PRE WELTS

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Knit Goods • Luggage • Paints  
Paper • Plastics • Rayon Fabrics  
Rubber Goods • Shoes  
Sleep Products • Sporting Goods  
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Textile Importers • Underwear  
Upholstery Fabrics • Weather-wear  
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**WILLIAM ISELIN & CO., INC.**  
Factors • Founded 1808  
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NEW YORK 10, N. Y.



## West German Firm Offers Improved Knit Goods Stain Removing Unit

A small instrument "Ero Boy" produced by the West German firm of Erich Rockelmann, Eschwege/Werra constitutes a considerable improvement over the pressure pistol produced by the same firm for the removal of stains from knitted goods, where the solvent impinges on to the fabric at very high speeds penetrating it chemically and mechanically.

The principal improvement of the new device over the pistol lies in the fact that the new model is lighter and works almost without noise. The magnetic report action enables the working noise to be diminished by 50 Phn.

The Ero Boy has a very utilitarian shape and is very economical in its use of solvents. Particularly good results are achieved with a solvent known as Flexit, which is fire proof and which has no disadvantageous influence on the textiles on which it is used.

A numbered scale at the handle of the instrument permits the amount of solvent and its degree of vaporisation to be regulated. The body of the instrument is made of a special plastic compound which resists abrasion and breaking and the pressbutton switch is mounted so that it is protected against explosions.

The parts comprising the pump are made of materials which resist corrosion, should sprays containing acid or water be used.

By using an additional attachment the instrument can be used to protect fabrics against moths and the incidence of oil sprays and lacquer sprays, so that the Ero Boy has an almost universal field of application.

The instrument works without a compressor and at the jet exit there is a pressure of about 8 atu. The degree of pressure can be regulated. The net weight of this apparatus including a feed cable 3 m. long is about 800 g. The container holding the fluid has a capacity of 0.3 l.

A special jet is available in order to achieve a particularly economic fluid consumption and when using this jet the exit



of fluid from the instrument can be lowered by 30%. The removal of stains can be improved still further by using a suction and setting attachment. (See photograph, where the actual Ero Boy instrument can be seen on the right.)

The principal purpose of this instrument is to serve as a dryer of the treated area in the fabric and to suck away the evaporated ether. In order to conduct the evaporated ether into the open air a metal tube is fitted to the suction part.

An important advantage with this instrument lies in the fact that it is no longer necessary to put the textile material to be cleaned upon a porous textile material.

### Supreme Moves Parts Dept. To Main Plant

The parts and receiving departments, as well as a large portion of the manufacturing operations of Supreme Knitting Machine Co., is being moved from the company's plant at Johnson Avenue, Brooklyn, to the main plant at Ozone Park, N. Y., in order to provide room for expanded production facilities at the Brooklyn location.

As of July 25, all shipments, parts orders, repairs and new machine orders will be handled at the Ozone Park Plant.

### Collins & Aikman Raises Sales In First Quarter

Collins & Aikman Corporation, textile fabrics and yarns manufacturer has announced net sales of \$13,798,800 in the first quarter ended May 28, 1960 of the current fiscal year. This represents an increase of about \$3,000,000 over the same period last year.

Bangor Mills, Inc., tricot lingerie fabrics, is being integrated into the Collins & Aikman organizational set-up. The business was acquired this April.

## WHY FINE FIRMS FACTOR WITH

William **ISELIN** & Co., Inc.

Manufacturers factor with William Iselin & Co., Inc., to gain various combinations of the practical advantages our service offers them, such as:

- ▶ Faster turnover of working capital.
- ▶ Fullest utilization of invested capital.
- ▶ Use of funds over and above those provided by cashing accounts receivable.
- ▶ Ability to finance seasonal peaks comfortably.
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- ▶ Complete relief from bad debts and credit department expense.
- ▶ Consultative services of business experts in their own fields.
- ▶ Freedom of management's time for concentration on styling, production, merchandising, selling.
- ▶ Reduction of debt.
- ▶ Availability of funds for advantageous purchasing.
- ▶ Support for financing new plant and equipment.
- ▶ Funds for buy-outs of other interests, acquisition of new businesses.

Many of our clients have factored with us for years. They can obtain any reasonable accommodation from any institution. They were successful companies when they came to us. As clients of William Iselin & Co., Inc., they have grown even stronger and more prosperous because, through our services and our financial support, they have maximum productive use of their money at all times.

**WILLIAM ISELIN & CO., INC.**  
Factors • Founded 1808

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NEW YORK 10, N.Y.

Textralized Yarn for

*Ban-Lon*®

...by



**prime producers of this remarkable yarn**  
and other modified continuous filament yarns

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HP 2-8751

C. M. PATTERSON  
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Chicago 6, Illinois  
RA 6-6787

## Cyanamid Introduces Dyes For Acrylics

BOUND BROOK, N. J.—

The American Cyanamid Company has introduced a new line of dyes for true and modified acrylics that require no expensive retarders in the dye bath. Five colors make up the initial line of these Calcozine Acrylic Dyes. Important is Calcozine Acrylic Violet 3R, a rich purple. Other colors in the present product line are blue, red and two shades of yellow.

Because the new Calcozine dyes require only common salt and acetic acid for even exhaust and level dyeings, the need for retarders is eliminated, and more rapid penetration and shorter dye bath cycles is the result.

Since the new dyes color to the core of the fiber — rather than around the edges, as has been the case with previous acrylic coloring compounds — exceptionally fine build-up is reported in the heavier tones, to colors of great richness and bloom. The controlled fiber-dye affinity also makes possible an exceptional range of level pastel shades, traditionally the most difficult values to achieve in acrylics, even with heavy use of retarders.

The new dyes are applicable to such fibers as Orlon 42, Acrilan 16 and Verel by the simplest salt and acetic acid dyeing procedure. Creslan 58, Dacron 64 and Acrilan 3400 can also be dyed with maximum effectiveness, with suitable dyeing assistants or pre-treatment.

## Installment Concern Acquired By Talcott

James Talcott, Inc., 106-year-old commercial and industrial financing and factoring company, has acquired First Acceptance Corporation, Minneapolis, Minn., national installment financing firm.

A joint announcement by James Talcott, chairman, and Herbert R. Silverman, Talcott president, and Charles C. Arnao, president of First Acceptance, said the company, acquired through an exchange of stock, will continue to operate in Minneapolis as the First Acceptance Division of James Talcott, Inc., with Donald Bates as general manager.



DR. EDWARD B. SHILS

## Dr. Shils Appointed Assoc. Dept. Head

PHILADELPHIA, Pa. — Dr. Edward B. Shils, executive secretary of the Knitted Outerwear Manufacturers Association, Pennsylvania District, has been appointed associate chairman of the Geography and Industry Department of the Wharton School of Finance & Commerce, University of Pennsylvania.

Dr. Shils will serve as associate chairman with Professor George W. Taylor, the famous labor arbitrator.

Dr. Shils is a graduate of the Wharton School and received his Ph.D. in 1940. He has served as executive secretary of PEK-OMA for nine years, and has also been active here as an arbitrator and labor relations expert as well as an economic consultant to other trade groups and industries.

Particularly well known in civic affairs, Dr. Shils served last year as director and chief consultant of the Governor's Committee on Higher Educational Needs for Metropolitan St. Louis, and closer to home, directed a survey of the Philadelphia Public School System for the Greater Philadelphia Movement in 1951; was director and chief consultant of the Mayor's Committee on Higher Education for the City of Philadelphia in 1956; and in 1958 directed a survey of "School Needs," as consultant to the Philadelphia Board of Education.

The merger will expand Talcott's operations in the Midwest, and will enable the 20-year-old First Acceptance Corp. to broaden its activity in other fields of industrial financing.

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**D**AVIS for  
**D**EPENDABILITY in  
**D**YED YARNS  
 of  
 "Sevenstock" Worsted  
 and  
 "Fluffease" Orlon

"SPUNRITE TO KNITRITE"

**DAVIS YARN CO., INC.**

370 Hart Street

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Glenmore 5-1600

When you think of Knitting Yarn,  
 think of DAVIS YARN —  
 A leading supplier for over 40 years.



# Ban-Lon<sup>®</sup>

knitwear gives you  
**4** profit pluses  
 for better selling...  
 customer satisfaction



**FOR YOUR PROTECTION**  
 Fabrics and garments which carry these trademarks  
 must pass rigid quality and performance tests.

For further  
 information, contact  
 your source  
 of supply or write  
 "Everglaze"  
 Marketing Division,  
 P. O. Box 189,  
 Wilmington 99,  
 Delaware.

## Quality Control Program

For your protection, all fabrics and garments which carry the famous "Ban-Lon" trademark must undergo and pass rigid tests for quality and performance

## Skilled Technical Staff

Technical help from the Bancroft Company and its licensees is readily available to give you assistance and advice in carrying out your "Ban-Lon" program

## Nation-Wide Marketing Program

Trained marketing personnel visit stores throughout the country regularly to acquaint merchandise managers, buyers, and sales personnel with the unique advantages of "Ban-Lon" fabrics and fashions, as well as with the latest developments

## Unique "Ban-Lon" Properties

The permanent crimp in the "Textralized" yarn assures:

- soft, luxurious hand
- excellent stability
- resistance to pilling, wrinkling
- remarkable absorbency
- sharp, bright colors
- added bulk with less weight

The permanent crimp in the yarn puts the plus in Ban-Lon fabrics and garments

## Chicago Yarn Men's Outing Draws 125 Spinners, Salesmen And Trade Execs.

CHICAGO, ILL.—The Chicago Yarn Men's Club's 36th annual golf outing, June 16 at the Elmhurst Country Club drew a big crowd. Over 90 golfers teed off, enjoying a beautiful day on the course. The evening banquet was attended by 125 people.

Among the special guests who made brief remarks at the banquet were W. H. Williamson, National Association of Hosiery Manufacturers, and Arthur K. Winget, American & Efird Mills, Inc.

William H. Nelson, Universal Fabrics, Inc., Berlin, Wis., copped the prize for low net score, based on a handicap. He scored a 78, tied with Gar Odlaug, Minnesota Mining & Manufacturing Co., St. Paul, Minn. Odlaug took low gross honors.

Low net winners, figured on handicaps, were: Ray Hoey, The Kendall Company, Chicago, Ill.; Melvin Felt, Portage

Hosiery Company, Portage, Wis.; Roy Barth, Diamond Wire and Cable Company, Sycamore, Ill.; George Borg, Jr., Amphenol-Borg Corporation, Delavan, Wis.; Don Harshman, Grove Nylon Company, Scranton, Pa.; Al Wilson, Aberfoyle Yarn Company, Philadelphia, Pa.; Jack Neighbor, Handcraft Corporation, Princeton, Wis.; David Reinthal, Bamberger-Reinthal Co., Cleveland, Ohio; Milt Haglund, General Printed String Co., Milwaukee, Wis.; Clarence Kraus, Wayne Knitting Mills, Fort Wayne, Ind., and Henry Michels, Bettersox, Inc., Fort Atkinson, Wis.

Door prizes, limited by the yarn men's group rules to non-golfers, went to the following: W. F. Williamson, National Association of Hosiery Manufacturers; Jack Stevens, Bear Brand Hosiery Co., Chicago, Ill.; George Porges, Dixie Mercerizing Company, New York, N. Y., and Robert Chesebro,

(Continued on Page 35)



Shown at the Chicago Yarn Men's Club annual golf outing, from left, C. M. Patterson, Jr., treasurer; Don Brewster, golf outing committee; George W. Veness, vice-president and general chairman of the outing; W. F. Williamson, president, NAHM; Jim Smith, president; Arthur Winget, American & Efird Mills, honored guest; Fred W. Frank, senior club member present, and Paul Sweetser, golf outing committee.



When do we eat? From left: David Zwicker, Zwicker Knitting Mills; John Caron, Caron Spinning Company; Jim Derby and Ed Kalfahs, Jr., both of Jersild Knitting Mills; John Sand, Jr. and John Sand II, Sand Knitting Mills; Ed Kalfahs, Jersild Knitting Mills and William J. Byrnes, C. M. Patterson Yarns.



# Aldon

—the mill with a feeling for fibers



combs the world for new and exciting ideas— translates them into distinguished wool-spun yarns of exceptional beauty and quality for news-making fabrics and fashions.

Call on Aldon — you'll be glad you did.

## The Aldon Spinning Mills Corp.

where master spinners create the unusual  
Talcottville, Conn.

Represented by:

Merritt Company  
40 E. 34 St., New York 16, N. Y.

Moher Associates  
44 Washington St., Wellesley Hills 81, Mass.

C. J. McAlaine  
One Highland Ave., Bala-Cynwyd, Pa.

# HIGHEST Quality



## CROSS

THE *Finest*  
COTTON  
KNITTING YARN

From spinning to dyeing, CROSS yarn is as fine in quality as human skill and technology can produce.

*Buy CROSS yarn and see the difference  
CROSS Quality makes in your Knitted fabrics.*

DOUBLE-CARDED  
COMBED  
BLEACHED  
DYED

**Cross Cotton Mills Company**



MARION, NORTH CAROLINA

Jacobs and Rabson Co. 40 E. 39th St., New York, N. Y.  
Carl L. Miller & Sons 808 First Natl. Bank Bldg., Utica, N. Y.  
Oliver H. Cross P. O. Box 529, Marion, N. C.  
Carl L. Miller & Sons 7 Bala Ave., Bala Cynwyd, Pa.  
David F. Swain & Co. 105 W. Adams St., Chicago 3, Ill.  
J. Allison Cavant, Jr. 1011 Johnston Bldg., Charlotte, N. C.



## Syndicated Article Uses NKOA Swimwear Data

The union of swimsuit attractiveness with firmness of fit was sprightly described by Antoinette Donnelly for the New York Daily News and its affiliated papers on July 6, 1960. The National Knitted Outerwear Association was the source of her information.

In her article, headed "Swimming Can Work Wonders for Figures," Miss Connelly discussed specific swim suit features which offer flexible figure control. Many aspects of foundation garment design have been adapted for more of this active use. In addition, she says both woven and knitted suits offer a wide choice of styles and designs.

The knit suit is especially notable for the close comfort of its fit; the utilization of fast drying yarn offers longer life potential if proper care is given the suit in use.

## Largest Volume On Plant Techniques Is Published

"Techniques of Plant Maintenance & Engineering—1960," 11th volume of the annual series, has been published by Clapp & Poliak, Inc., New York City.

The issue reports on the advance of automation from research and experiment to reality, and on the significance of automation in maintenance operations. It is the largest volume to date, containing the report of the Plant Maintenance & Engineering Conference held earlier this year in Philadelphia.

Included in the presentation are all discussions, comments, questions, and practical problems along with charts and graphs and solutions to present day problems.

## Napping Method Patent Granted Phila. Concern

PHILADELPHIA, Pa.—Patent number 2942443 covering methods for producing napped and sheared ribbed sweater bodies or related items has been granted to John M. Ashe & Associates, here, by the United States Patent Office.

The patent holders have announced they are prepared to issue licenses under the patent upon a reasonable basis and that infringements will be vigorously prosecuted.

Communications should be addressed to John M. Ashe & Associates at 306 S. 19th St., Philadelphia 3, Pa.

## Chicago Yarn Outing Draws Crowd Of 125

(Continued from Page 33)

Wigwam Mills, Inc., Sheboygan, Wis.

Jim Smith, Standard-Coosa-Thatcher Co., president of the Chicago Yarn Men's Club, presided at the banquet and the awarding of prizes.

General chairman of the event was George W. Veness, Frank & Veness Yarns. Assisting him were Don Brewster, Don Brewster Yarns, and C. M. Patterson, Jr., C. M. Patterson Yarns.

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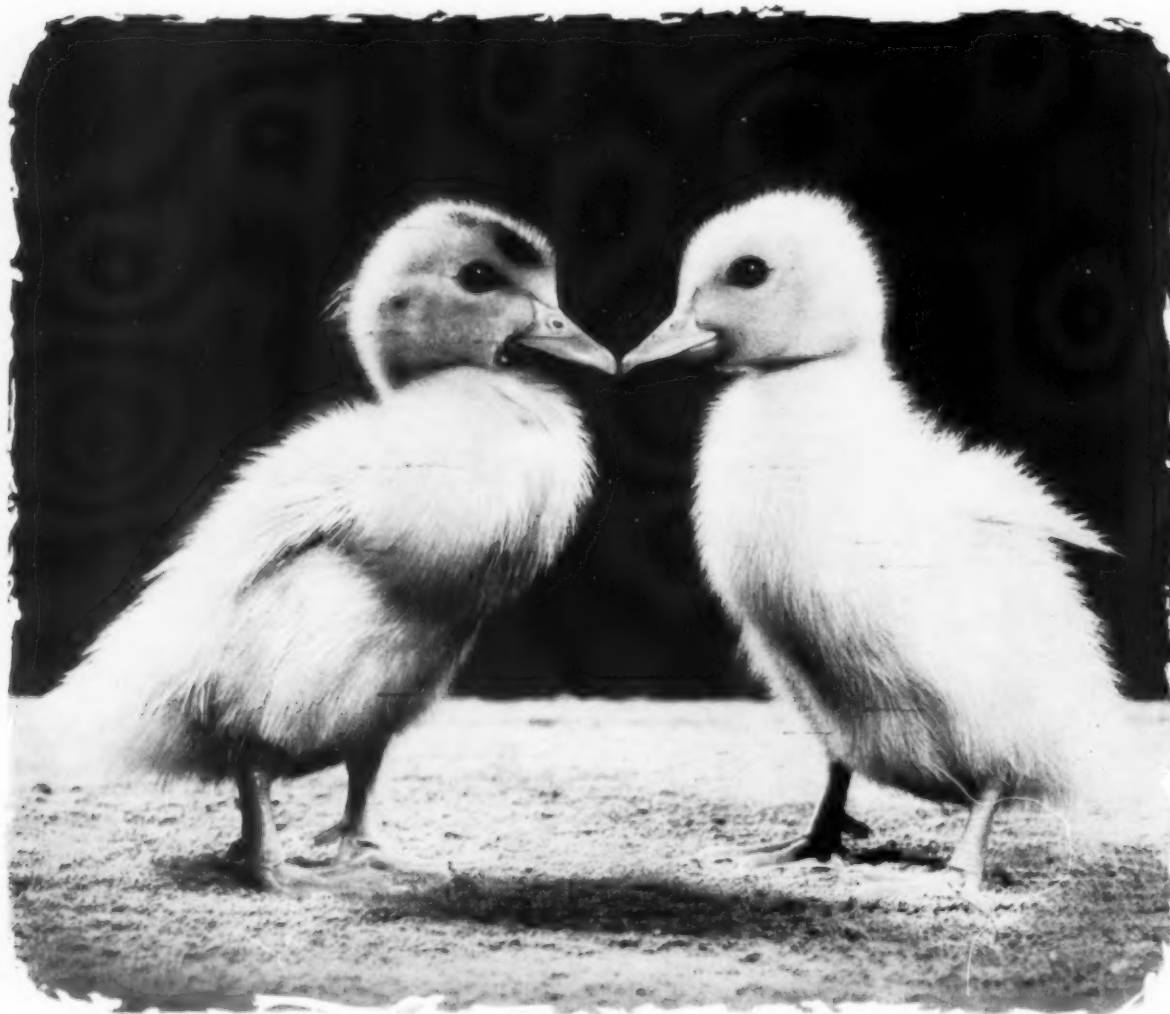
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## Cleveland Stores Say Bikinis Sell Well For "Private Pool" Wearing

CLEVELAND, Ohio—Some one once said that the 10-day period between Independence and Bastille Day can make or break the swim suit season.

Judging by the turn of events in this city swim suits are selling from bikinis to those designed in the Continental manner and they are being exposed from the ever-growing number of swim clubs and backyard pools to the usual resort and swimming beaches near Cleveland.

It's bikini sales that appear the most puzzling. The suits are selling, with department stores reporting "brisk sales" but they are not being seen on city beaches. Cleveland Recreation Director John Nagy said "we desire propriety. We have asked people not to wear bikinis at any public beach or pool and they are abiding by our request."

At private swimming clubs, where minimum rules prevail, bikinis, too, are a distinct minority, but suits are evident in small numbers according to club directors. The consensus, there-

fore, is that they are being worn at back yard pools and on sun-drenched patios.

Meanwhile, back at the regular suit sale season, this has been a "good year" according to Bud Condo and Jim Hamill of Jantzen's Cleveland office.

Talking about women's suit sales, Condo indicated this year is ahead of a year ago, but not as strong as anticipated.

Jantzen has been the leader in promotion in the Northern Ohio area. This has resulted in pushing Jantzen sales. Ads in newspaper; store window display, TV-tie-ins all have helped. But basically, it's the Jantzen product that provides the final sales pitch, according to Condo. Low backs, Acrilan, as well as a sizeable upbeat in cotton suits all have helped turnover.

A knitted Acrilan loop fabric done in bold blocks of coral with yellow and gold; cornflower blue with turquoise and light blue, or redwood with bronze, brown and sand is highly popular. Priced at \$23, it has Lastex inner



Traffic stopper — this May Company window featuring Jantzen swim suits helped boost store's selling of garments for the whole family.

lining built high at the bust. Multiple petals of drapery with reverse grain panels give the "artichoke" swim sheath of faille a flattering and demanding appeal for the buyer.

Giant-check cotton knit sheath with smoothly fitting princess lines at \$15, it is a Jantzen popular - priced garment. The sculptured Jacquard floral finish, a knit of luster and mat. yarns

has a continental flavor.

In fact, the Continentals with scoop necklines, little sleeves, maillot-type Helanca knit, as well as skirted swim suits also have caught the eye. Stripes, too, are catching well and here may well be a season's carry-over.

In men's sales, there's been a noticeable hike over a year-ago. (Continued on Page 42)

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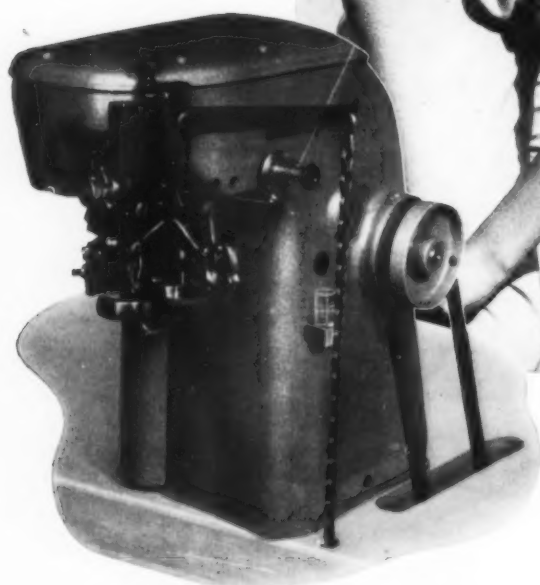
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## Wool Yarn Spinners Asked To Adopt New Sales Provisions By NAWM

(Continued from Page 1)

less the contract states that the yarns are warranted to be fit for such use.

The new contract provision on this point reads as follows: "Unless expressly provided on the face of this contract, the seller makes no warranty, express or implied, as to the fitness of the yarn purchased hereunder for any specific purpose."

In the case of novelty yarns, the NAWM recommends a statement to the effect that irregularity in appearance or effect basic to this construction is essential to the character of such yarn and "none will be accepted for return on the ground of such irregularity." What irregularities might be covered by this broad phraseology is a question which some in the trade, using novelty yarns, regarded with concern, especially when viewing it in the context of the changes mentioned above.

Some knitters of novelty yarns pointed out that while novelty yarns are irregular, compared to non-novelty or staple types, their pattern of irregularity must be consistent and uniform and this is essential to their proper usefulness.

Although sales yarn contract provisions have been recommended in the past, they are believed not to have been widely adopted by spinners. No data are available on the extent to which such recommended provisions have in the past been used, but it is understood that many developed their own contract forms.

The distinction previously made between moisture regain of 15% for French Spun Worsted, and 13% for Bradford Spun has now been replaced in the revised contract form by reference to Dry Spun Worsted with a 15% regain, and Oil Spun with 13%. Moreover, whereas the previous recommended contract provided that the oil content of Bradford yarns was not to exceed 4% and the present recommended form includes the same provision, it also adds a new statement limiting extractable matter for dry spun yarns to a maximum of 1 3/4%. The provision on yarn weight in its entirety reads as follows:

### "9. Weight Determination

The weight of yarn as billed is to include tie bands but to exclude paper, wrappings and twine. All shipments of yarn of one hundred (100) pounds or more shall be billed on a standard moisture regain basis as follows:

Oil Spun Worsted,

13% Moisture Regain;

Dry Spun Worsted,

15% Moisture Regain;

Yarns containing fibers other than wool by mix, blend or twist shall have the standard moisture regain computed on the basis of per cent fiber content by weight. The normal moisture regain for fibers other than wool shall be that obtaining on date of contract in standard methods of test and tolerances for yarns containing wool prescribed by ASTM Designation D-1285. The maximum extractable matter shall not exceed 4% by weight for oil spun yarn, and 1 3/4% by weight for dry spun yarn."

Count and twist variations are limited by the standards in ASTM Designation D-1285, according to the new provisions.

All controversies are made subject to arbitration except those pertaining to weight, moisture content or content of extractable matter. The latter are referable to the conclusive determination of the United States Testing Company.

As in the past, claims by the yarn purchaser are not allowable with respect to moisture or oil content unless made within (10) ten days of receipt, nor any other claims unless made either within (45) forty-five days thereof; nor are any claims even within such periods allowable if the yarn has been knitted or otherwise processed in a manner other than by dyeing.

### Anderson Is Hospitalized

PHILADELPHIA, Pa.—Maj. Gen. Webster Anderson, executive director of the Military Clothing and Textile Supply Agency, is in Valley Forge Hospital for surgery. During his absence, Col. Ivan J. Dykeman, deputy, will serve as acting director.

## Adopt Creativity And Pioneering Open Up New Markets For Carthage Knitters

PHILADELPHIA, Pa.—Creativity and the willingness to invest time and money in pioneering experiments with Tow Orlon in the field of women's suitings has opened new markets for Carthage Knitwear Corp., here, makers of Glengarry sportswear for men and women.

Because of developments with Tow Orlon, Carthage has been able to create a highly styled line of ladies knitted suits and dresses in the moderate price field combining all the high style and quality features of higher priced knitted suits and dresses with washability, according to Harry Sturz, sales and production coordinator at Carthage.

In recent years, Carthage, whose cut and sew full-fashioned and finishing operations were once in separate plants, has gradually consolidated all production facilities under one roof by adding space in the multi-story building at 244 S. 5th St. Most recently, because of increased demand and the diversity of knitting techniques embodied in the ladies' suits, the firm's circular knitting department was greatly enlarged and a number of flat Stoll machines, Links machines and Jacquards added.

Another major expansion is planned within a year when Carthage moves to a new location, not yet announced. The building it presently occupies is slated for demolition to make way for the next stage of the Independence Mall project.

The planned relocation will be another in a series of expansions for the knitwear firm, which is headed by its founder, Harry Kushner, president, since it was established 25 years ago. A son, Irvin Kushner, is vice president.

In addition to its ladies' knitted suits and coordinates and dresses, Carthage also produces a complete line of men's sweaters and men's and ladies' knitted shirts, both full fashioned and cut and sewn, for the retail trade.

A special quality feature which is particularly emphasized in the knitted suits and coordinates, is pre-shrinking and washing of all goods before cutting.

A perimeter work flow is currently in use with circular

knitting, washing, pre-shrinking, cutting, sewing and final handling on one floor. The large full-fashioned knitting department, looping, some stock and shipping are on another floor and a sizeable warehouse is maintained in another building a few blocks away.

Highlights of the ladies' knitted suit and coordinate line for fall mainly in Tow Orlon are two and three piece solid color coordinates with Chanel style jackets and striped contrasting trims, Intarsia patterns on jackets with matching solid color skirts, all-over plaids, checkerboard plaids, Jacquard patterned jackets or sleeveless pullovers with solid color jacket and skirt, three-piece coordinates with multi-color effects, dresses in multi-color Orlon knit, some with embossed effects. All suits and coordinates feature nylon seat lined skirts with lock zippers and knitted dresses have tunneled elastic waists. Most of the items are in the \$25, \$35 and \$39.95 retail range.

For fall, the firm is also showing its Glengarry Jacquard pattern wool cardigans and ski sweaters for women, Irish knit wool bulkies, and for men, an extensive selection of bulky knit, high fashion sweaters and zipper jackets in worsted, Orlon and wool.

The knitted shirt line features "his and hers" style matched and color matched shirts in Ban-Lon and in Orlon, both full fashioned and cut and sew. Many of the full-fashioned shirts have fancy knit fronts.

### King Receives Sales Post

PHILADELPHIA, Pa.—John E. King has been assigned to a sales position in Northern California, according to Matthew G. O'Connor, West Coast district manager for American Viscose Corporation's film division. Mr. King will represent Avisco cellophane in the San Francisco Bay area, Northern California and Nevada.

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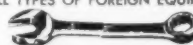


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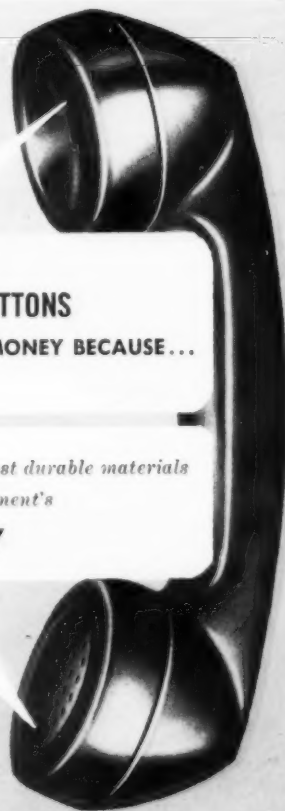


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## New Orders Placed At New England WAC Show; Accent On Fur Blends

By EDWIN K. LANGILLE

BOSTON, Mass.—A surprising volume of original fall business was booked at the Women's Apparel Club of New England showing at the Parker House from June 19 through 23 although this is generally regarded as something of a service accommodation.

With about 90 per cent of fall orders in hand, representatives were inclined to accent fur blends, mohair selections and novelty in coordinates. The appraisal is that the season has been an extraordinarily good one for sweaters. Bulkies are expected to be an outstanding seller at retail levels and the complex fabric patterns are deemed to be well worth the effort in sales appeal, offering as they do, serious competition for the hand-made look of foreign importations, at realistic prices.

Those who have ventured into the grape, plum and chianti shades say the reaction has been good and that it is a good matching color working into a number of ensembles. Jeweling, generally regarded as a holiday item for the late fall, appeared frequently and is expected to sell well as an item in back-to-school wardrobes. The increase

in the number of "hood" styles is also noteworthy.

Three new novel bulkies have been added to the Rosanna Knit Sportswear line, one a loose knit seven button cardigan with a straight jacket hem and a massive shoulder wide collar, in brushed wool and mohair. This had multi-colored stripes running horizontally and one selection with lemon, used predominantly top and bottom, had stripes in light blue, orange, mint and brown. One feature was that the buttonholes took the color of the stripe which it was on. This also came in basic shades of maize, white, light blue and melon, and for sizes 34-40.

A second style, a wool pull-over with a turtle neck dickie, had a turn down cowl neck,

pointed in front. The body was made up of squares of black and grey cross-stitching about two and one-half by one and one-half inches, separated by rows of black and red cross-stitching plaidwise. The dickie, cuffs and hem were red and the style also came in combinations of loden, brown and camel; charcoal, light grey heather and gold; camel, black and white; light grey heather, black and red and also black, white and rust.

A third style which Jack Shaw, representing the Rosanna line, said was coming in for considerable attention, consisted of a cardigan of wool copied from an Italian model. The fabric was made up of bulky rick-racking in wide vertical panels and for trim there were wide stripes in three colors extending down either side of the front and above the cuffs. A wide pointed collar was used and there were six large buttons shaded to match the basic color of the sweater. Color combinations were: gold, black, white and loden green; loden green, black, white and camel; black, camel, white and charcoal and

also this latter combination reversed.

Boucles and fine napped Orlons with pearl jewelry were used for the Stylebest Knitting Mills line of high styled slipons and cardigans made up in white, olive, black, pink, beige, blue and gold. A rounded neckline, somewhat higher than the conventional scoop neck, appears to have been favored for these sweaters offered in a wide size range including 40 to 52.

### Short Jacket Sweaters

Several manufacturers have included a brief jacket sweater in their lines, frequently with coordinated sets. The Stylebest version of this jacket is an all-wool, three-button casual with a notch collar and rounded at the hem which came in royal blue, black and gray with a white piping trim around the collar, down the front and about the hem.

A variety of collar stylings were used for this company's selection of fur-nylon-lamb's wool blends offered in solids of black, heather grey, heather tan, gold, green, white and blue.

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These ranged from slipons with sailor collar effects to placket styles. One popular fashion had a fancy stitched round yoke with a V indentation in front and a bow, set on a placket that was cut off diagonally.

Henry Forman, of Dormont Knit, said bookings were running well for the Jane Colby line of knit dresses of cotton interlock. These are elasticized at the waist and have a convertible johnny collar with a four button placket and are available in solid shades of gold, green, plum, black, camel and a Wedgewood blue. A long sleeve T-shirt, vented at the sides, with a straight yoke across the front, and a hood, also made by this firm, was a popular fall style.

The round collar and yoke has also been used for a fur blend line of slipons by Spuncraft Knitwear and on one style leaf ribbing is used to decorate a four inch turn-down collar which is stitched down about an inch and one-half below the neckline creating a crew neck effect with an edged yoke. Another style has a johnny collar with a three grey button trim on the placket and a sewed on bow mid-way on the placket. Spuncraft uses a blend of rabbit fur, lamb's wool and nylon blended 20-20-60 for these sweaters which come in solid shades of black, blue, gold, tan heather, charcoal grey, green, heather and red.

#### Brushed Goods in Demand

Lew Skolnick, Spuncraft's representative in New England, said business was very good for a brushed mohair line which this firm is introducing for the first time in the moderate price field. White fibers are mixed in with colors to give the garments a frosty appearance. Two and three-button plackets with Peter Pan and wide pointed collars are used for these sweaters and one roll collar style has the three buttons set in a horizontal row with two matching buttons on the collar points. Mr. Skolnick said that he found grape very popular here. These sweaters also come in solid shades of blue, gold, silver, black and red.

For bulkies, Spuncraft has used Orlon extensively and both the shawl collars and



A simulated fur pile coat is admired at the recent showroom display sponsored by Harper's Bazaar Magazine.

hoods are said to be selling well in red, black, gold and white shades. A novel braid tie fastened at either end by a matching button has been used at the V of the collar on some of these styles. This firm also had jeweled slipons of white Orlon and a wide variety of intricate fabrics with paneling vertical, and diagonal from collar front to an under-arm position.

For back-to-school wear, Spuncraft has a long sleeve boatneck with horizontal striping three inches wide in combinations of charcoal, grey and red and also rust, tan and coral.

#### Coordinated Groupings

The entire Talbott line is coordinated with cardigans and pullovers matching skirts, shirts, pants and shorts. With the exception of a selection of brushed wool and mohair, classic and novelly designed sweaters, all garments are full-fashioned.

One three-piece set offered in a blend of three ply lamb's wool and fur, 75-25, consists of a light three-quarter sleeve jacket with two pockets and decorated with piping down the front. No buttons are used and the matching slipon has a crew neck and short sleeves. This comes with a wide flaring flannel skirt with stitched hip pleats. Charcoal edging is used on grey and camel shades but the style is also available in six solid shades.

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## Allied To Build New Nylon Plant

Construction of a multi-million dollar new fine-denier Caprolan nylon yarn plant at Irmo, S.C., will begin immediately, according to an announcement made by Kerby H. Fisk, chairman of the board and chief executive officer of Allied Chemical Corporation.

The 500-acre Irmo site about ten miles from Columbia, S.C., will be operated by National Aniline Division.

It will be completed late in 1961 and will increase the company's overall nylon fiber capacity to more than 80 million pounds per year, Mr. Fisk said.

Announcement of the new plant construction follows Allied Chemical's recent declaration to enter the apparel nylon field through an arrangement with the fiber-producing firm of Snia Viscosa, SPA, Milan, Italy.

Snia Viscosa will furnish Allied Chemical with technical assistance and certain manufacturing equipment for the Irmo plant, according to James G. Fox, Jr., president of National Aniline Division.

The Irmo location was selected for its proximity to customers, freighting facilities and ample, low-cost power, Mr. Fox said.

Completion of the South Carolina fine-denier plant, which will employ about 800 people, will enable Allied to market a full range of nylon yarns.

## Discount Store Features Family Knit Outerwear

BUFFALO, N.Y.—Knitwear lines for men, women and children will be given strong emphasis in a new 90,000 square foot store of Maxam's discount department store chain now under construction in West Seneca. This will be the second Maxam's outlet in this area.

Knitted outerwear for all members of the family will be featured in self service display in the new discount operation, part of a 12 store shopping center.

## School Wear Promotion Includes Junior Sweaters

Deloux, sweater manufacturers, are among the firms repre-

sented in Arkwright, Inc.'s first "Fashion Mascot" promotion launched by a seven-page advertising portfolio in the August issue of Seventeen Magazine.

One hundred of the buying office's member stores will participate in the month-long promotion based on a theme of high school and college animal mascots. Eight apparel manufacturers are represented in this coordination of back-to-school merchandise for juniors.

## Swimwear Notes

### Rayflex Fabrics To Build Plant; Fiory Appointed

As part of its expansion program Rayflex Fabrics Inc. plans a new dyeing and finishing plant.

William Fiory who is currently headquartered at the New York office has been appointed by the concern to head the new plant.

Before joining the Rayflex organization Mr. Fiory had been head dyer at H. Warshaw & Sons and plant manager for Franklin Finishing Co. and Oxford Textile Finishing Co.

### Name Alexander Puglia Surfab West Coast Agent

Alexander Puglia and Company, 948 S. Main St., Los Angeles 15, California has been appointed the West Coast representative of Surfab, Inc., a division of Knitform Mills, Inc.

Surfab, Inc. manufactures circular knitted elastic swimwear fabrics in Orlon, Chromspun, and combined with elastic yarn as well as a line of boys' and men's Chromspun suits which are also offered in knit-to-fit body sizes.

### Cleveland Sells Bikinis

(Continued from Page 37)

according to Hamill. Most department stores were understocked and hence had to order. This year, form fit trunks are favored over cut and sewn. The "his and hers" beachwear and family outfits are moving well.

Children's business is described as "up" because of population boom, and "kids do a lot of swimming, earlier in the season and more often. Furthermore, they're the family's first consideration."

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## Simplified Technique For Producing Fancy Rib Stitches On Bulky Knits

(Continued from Page 3)

ing on certain cylinder needles when all the others non-knit. The basic tuck-miss-rib structure has an all-over honeycomb-like surface that repeats on eight feeders. All cylinder needles knit at feeders 1 and 5; odd tuck, even non-knit at feeders 2, 3 and 4; even tuck, odd non-knit at feeders 6, 7 and 8. Alternatively, tucking may take place on needles 1, 5, 9, etc., at feeders 2, 3 and 4; and on needles 3, 7, 11, etc., at feeders 6, 7 and 8, more pronounced honeycomb textures can be developed by tucking and missing at four consecutive feeders and then clearing at two feeders. By selection of the cylinder needles with pattern wheels on other mechanisms the rolls can be broken to produce designs in figured form.

Especially useful as an element of fabric construction when bulky structures are required is a "floating" thread, one thread by itself is not effective, but when several threads are bunched together they constitute an attractive design ornament featuring fullness and softness in variable degree according to the nature of the material of which the threads are composed and how they are spun.

The floating threads can be incorporated in a ribbed fabric by arranging the knitting needles in widely spaced groups, and amongst many novel effects obtainable in this way are some in which zig-zag wales are developed in isolated groups by racking, each group being joined to those on either side of it by straight lengths of thread which themselves form a kind of pattern.

One of the best ways of utilizing floating threads is by modifying the construction of a broad rib fabric, such as 2 x 20 (2 dial, 20 cylinder), by causing cylinder needles on both sides of the two dial needles to non-knit for a number of consecutive courses at predetermined intervals. It is preferable that means shall be available for selecting the cylinder needles to knit and miss, the number of non-knitting needles being first increased and subsequently decreased while the float thread effect is being developed.

Particulars of some suitable ribbed textures for bulky knitting are given in the accompanying diagrams, where crosses represent cleared loops intermeshed toward the face side of the fabrics, zeroes represent cleared loops intermeshed toward the back, dots denote tuck loops, filled squares stand for held loops, and blank squares indicate empty needle tricks. Floating threads lie across the wales where there are filled squares.

A shows a full cardigan cycle based on 2/2 rib which is knitted with a 2/1 needle set-up, and B is a reversible tuck rib fabric featuring loop accumulation. The width and depth repeats in a broken welt-stitch effect are depicted notationally at C, and D shows an eight feeder tuck-miss-rib honeycomb structure.

For the sake of convenience the blank squares indicating empty needle tricks in A, B and C are omitted in E, where the blacked-in areas portray floating threads. As loops are held on cylinder needles where floating takes place the threads are bunched together in compact groups on either side of the face wales, which are slightly raised above the normal surface of the fabric. A flat surface of reverse knitting can be obtained by patterning on a knit-miss basis so that the number of cleared loops is substantially the same in every cylinder wale.

Although this survey of bulky rib stitches has been made with circular rib machines chiefly in mind, they are producible on latch needle flat knitting machines and some of them also on double cylinder machines. The special merit of double cylinder machines in connection with textures of the nature of that noted at E is that they can be knitted in one piece, along with welt and 1/1 and 2/2 rib border, without transference of loops. The same applies in the case of the texture shown at C. Garment lengths featuring the structures A, B and D can be made with welt and 2/2 rib end, independently of the transference of loops.

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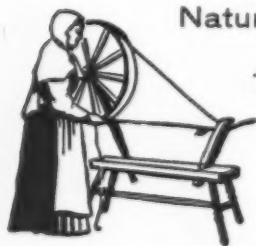
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## W. C. Buyers Are Receptive To Bulkies

(Continued from Page 11)

with three-quarter sleeves, a large Peter Pan collar, and double breasted brass buttons. Red, espresso brown, and oxford are popular hues. (\$75.00 retail, sizes 8-16.)

Collar interest highlighted two other important Kimberly knits. One, a two piece dress, has an overblouse featuring a wide open collar with a self tie at the center, elbow length sleeves, a contour leather belt, and a slim skirt. It retails for \$65.95 with black, oxford, and fawn favorite shades. A fine ribbed, big cowl collar distinguishes a one piece Kimberly dress in a flat knit with three-quarter sleeves and a contour leather belt. It sells in the stores for \$45.95 with preferred colors including black, sand beige, Americana red, pearl blue, and espresso brown.

Milt Bronson of Nardis of Dallas reported success with a two piece dress which is offered with matching pants. Made of 100 percent wool knit, both skirt and capris are completely lined. The overblouse has a wide cowl collar with tassels at each edge and a self belt. Black and red lead in color interest.

A novelty open effect knit dress of wool was another leader at Nardis. Fully lined and retailing for \$39.95, it spotlighted smartly simple lines with a wide collar, contrasting colored leather belt with three matching leather buttons on the bodice. Beige and gold were the most in demand.

### Personnel Notes

#### Amer. Cyanamid Picks Smith For Sales District

American Cyanamid Company's Fibers Division has named I. Clifford Smith of Spartanburg, S. C., as a sales representative in its southern sales district, it has been announced by Erwin G. Walker, division sales manager. He will cover the area south of Charlotte, N. C. in the division's southern sales district.

For the last four years, Mr. Smith has served as a yarn salesman and merchandising manager for Milliken Yarn Sales Inc. in Spartanburg.

## Marlboro Shirt Names Key Executive Personnel

The appointments of Richard Loring and Anthony John DiPaola as vice presidents and the promotions of Harry Kohn and Julius Al Morraye to the positions of administrative vice president and treasurer, respectively, have been announced by Edgar H. Rosenbloom, president of the Marlboro Shirt Company, a subsidiary of Reliance Manufacturing Company.

Also announced was the appointment of Frank Schmidt as production manager of Marlboro. Mendel "Mickey" Silverman will continue as executive vice president.

Mr. Loring will serve as vice president and national sales manager and Mr. DiPaola will serve as vice president in charge of merchandising. Mr. Kohn, in his new capacity, will coordinate Marlboro's sales, merchandising and promotion activities. Mr. Morraye was formerly controller of the company.

## American Enka Corp. Makes 4 Appointments

ENKA, N. C. — American Enka Corporation has announced four new appointments in its district sales offices.

Douglas W. Smith, Joseph L. Hunter and Wiley T. Rankin have been named sales representatives, with Robert C. Hunter assuming the duties of technical representative. Mr. Smith and Robert C. Hunter are assigned to the New York district sales office. Mr. Rankin to the Providence district sales office and Joseph L. Hunter to the company's district sales office in Chattanooga.

Mr. Rankin and Robert C. Hunter have been serving as members of the Enka technical service department and Mr. Smith was formerly technical representative in the New York office. Joseph L. Hunter previously was with American Viscose Corporation.

## Dividend For Hubshman

Hubshman Factors Corporation has declared its customary quarterly dividend of 12½ cents on its Class A Stock, payable August 1 to stockholders of record on July 15.

## Names

## Personnel

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## Helanca Swim Suits Score In Miami Show

(Continued from Page 21)

swimsuits, especially in custom made lines.

One local manufacturer of swimwear, Ceeb displaying at the Southern Apparel Show, declared that knits have gained as much as 50 percent over last year. Strong knits, he reports, are Helanca and Orlon, Helanca with rubber and Orlon with rubber. He feels a strong increase of interest in prints and jacquard patterns in knits for the coming season.

Proud that two items in the current Ceeb line have been chosen as costumes for Miss Universe and Miss America, the exhibitor stated that mercerized cottons in elasticized 100 percent stretch nylon are going to be big in that firms' next year's line, as are Helancas. Next in importance will be Orlon and cotton, all elasticized.

Statistically speaking, Ceeb puts solid colors 60 percent; jacquards 30 percent and prints 10 percent. Now involved in production of its short line to supplement its forthcoming resort and holiday seasonal line, Ceeb is still enjoying an active traffic in its Ceeb-Adores which it is producing this year for the first time in cotton knit, and which is getting wide acceptance throughout the country.

### Display Latest Textiles At Canadian Exhibition

OTTAWA, Can.—Canadian textile stylings, from heavy industrial fabrics to cloths for apparel, were featured in a display, here, June 29 at the opening of an exhibition, sponsored by the National Industrial De-

sign Council.

In addressing the opening of "Fabrics '60," Gerald L. Bruck, vice chairman of the Primary Textiles Institute and president of Bruck Mills Ltd., Montreal, said that relatively high costs in Canada prevented the textile industry from achieving the substantial export successes that its potential would indicate.

"This leaves us with little more than just our domestic market, and we are fighting hard against tremendous import pressures to hang on to it," Mr. Bruck stated.

He added: "We are doing this by offering the best styling, quality, and widest variety, at lowest prices within the limitations of our Canadian economy."

"Fabrics '60," on display in the Design Centre, housed in the new National Gallery building, will run through August and is open to the public.

### Union Knitting Sets Swimwear Program

PHILADELPHIA, Pa. — Union Knitting Mills, here, plans to expand its line of swimwear for men, boys and juveniles for the 1961 season, according to Gideon Frankil, head of the firm.

Mr. Frankil said Union's swimwear line will include both woven and knitted fabrics. The knitted fabrics will be knitted in Union's own plant, it was announced.

The firm plans to originate knitted novelties in the line for 1961 Mr. Frankil said.

Harold L. Newman Co., Empire State Building, New York City, is the new selling agent for Union.

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## THIS WEEK'S SPECIAL R & S MACHINERY OFFERINGS

- 1—Phila. Jacq. LHB, 4 cut, 30", 6 feed, 3 color strippers
- 1—OG 30", 12 feed, 4 cut, 3 color strippers
- 1—Phila. Jacq. TA, 5 cut, 30", 12 feed
- 2—Phila. Jacq. LH, 8 cut, 30" & 28", 6 feed, 3 color strippers
- 2—Wildman PB2, 18" & 24", 8 & 10 cut
- 4—Loopers and tables, model P, 14, 15pt.
- 2—Phila. Jacq. TA, 30", 10 cut, 12 feed, 4 col. strippers
- 1—Phila. Jacq. LA, 9½ cut, 6 feed, 3 color stripper
- 6—Morrow machines, model A3DW1
- 1—Scott & Williams Interlock, 30", 32 feed, 24 cut
- 1—Brinton PR 19, 28", 10 cut pattern wheels
- 2—Phila. Jacq. TJ, 10 cut, 30", 12 feed, 4 col. strippers, automats
- 1—Lamb double head border machine, 7 cut
- 1—Universal Supramat, 12 cut, 62"
- 1—Suprafix border machine, 12 cut, 24", 6 borders at once
- 1—Phila. Jacq. TJI, 14¼ cut, 30", 12 feed, 4 color strippers
- 5—Phila. Jacq. TA, 11" to 20", 4 feed, 6 to 12 cut
- 1—Roto-Coner, 20 spindle, latest style, with waxing attach.
- 2—Phila. Jacq. TAI, 13½, 16½ cut, 30", 12 feed, 4 col. strippers
- 1—Phila. Jacq. LA 15", 8 cut, 4 feed, 2 col. strippers
- 1—Phila. Jacq. LA, 14", 8 cut, 4 feed, 2 col. strippers
- 3—Phila. Jacq. MLW, 28", 11 cut, 24 feed, automats and wheels
- 1—Dubied, Model DRBA, New, 12 cut, double lock, double head, with transfer & widening attachment

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2 Philadelphia Jacquard TJI, 14 1/4 cut, 30", 12 feed, 4 color stripers.  
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Brinton PR19 machines, 30" pattern wheels.  
Advise serial numbers.  
BOX 284

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### FOR SALE

4—fully automatic flat Jacquard machines,  
12 cut, 47 1/2" and 51" wide.  
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BOX 91

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MO 5-3042

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22—Jacq. TJ, 13" - 22" 12 cut  
2—Jacq. TJI, 30", 14 1/4 cut, each with 12—4 col. str., now running on Jacq.

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All these machines are equipped with 2 needle racks, 10 end electric stop motion, Knupen stitch, half cardigan, full cardigan and tubular lock cams working automatically.  
1—Leighton circular sleeve, 6" diameter, 2 1/2 gauge, 56 needles with automatic tightening attachment.  
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900 lbs.—1/20, black, 20% wool/80% Orlon acrylic, cones  
400 lbs.—2/27, maize, 100% Darvan nylril, cones  
275 lbs.—1/26 char. grey Turbo Orlon acrylic, cones  
375 lbs.—1/30, hi-bulk, 70% black, 30% natural, cones  
400 lbs.—1/32, lt. heather, 55% Orlon, 45% Arnel, cones  
2200 lbs.—3 run, 3.5 run, 5 run, lamb's wool and Orlon acrylic, cones  
600 lbs.—1 3/4 dk. brown, 2% red, 100% Wool Shetland, cones  
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One who has experience and extensive background in the manufacture of knitted dresses and would be willing to relocate.

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**Ladies' Novelty Sweaters**

Capable of taking full charge.

New Jersey Location.

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BOX 262

#### CONTRACT WORK WANTED

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BOX 281

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BOX 280

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